

Insight's Abstract vs. Behavioral Language Assessment™

Exercise: Place an "A" next to the statements that use broad, non-specific generalizations and Abstractions. Place a "B" next to those that use specific, Behavioral language.

A/B	Feedback
	1. Gloria has been really taking charge lately.
	2. I needed that report by 3 pm, but I didn't get it from you until 7 pm.
	3. You need to be a more detail-oriented person.
	4. You took the credit for organizing the event instead of acknowledging Judy for it.
	5. George has no motivation.
	6. I would like you to speak up more at staff meetings and make more eye contact with others.
	7. Abigail is a hard worker.
	8. Joe alienates co-workers by acting like a know-it-all.
	9. You "pop off" too much in front of passengers.
	10. You interrupted Fred 4 times during the staff meeting while he was making his presentation.