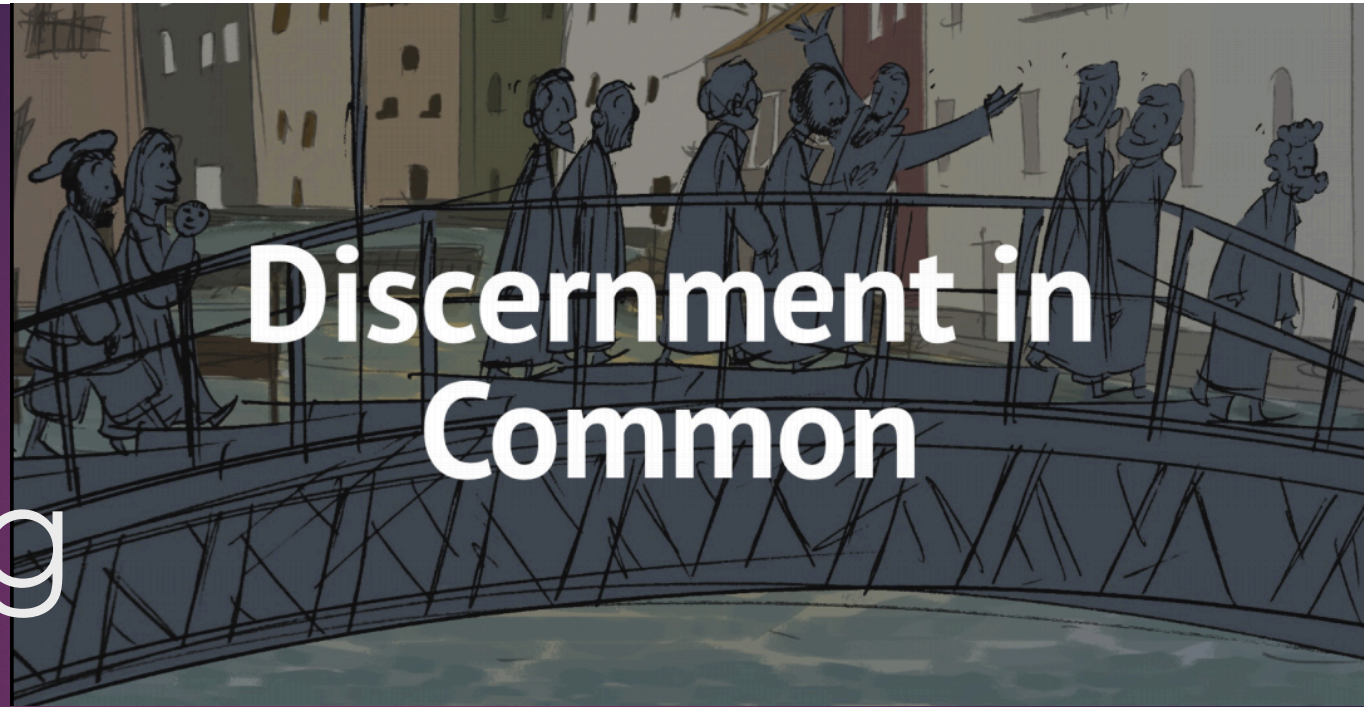


Discerning Motives



Discernment in Common

APOSTOLIC PLANNING AND DECISION-MAKING THROUGH COMMUNAL DISCERNMENT

April 26 to May 02, 2019

WISL – Workshop in Ignatian School Leadership

Seven Fountains Spirituality Centre,

Chiang Mai, Thailand



Simon Sinek

People don't buy
what you do they buy
why you do it.

Who is the best teacher
in your school?

Why?





Its easy to sell
something if you
know the why.

Criterion

For this context: we will use the word criterion to mean:

a standard by which a judgement will be based.

- ▶ What criterion did you use to make the judgement about who was the best teacher in your school?



Case Study

The header features a dark purple background with a wavy bottom edge. On the right side, there are several overlapping shapes: a large light purple circle, a smaller light purple circle below it, and a vertical pink rectangle at the top right corner.

Your task

The Executive have asked for your group to provide some criterion for them to use to help them decide how to respond.

Process

- ▶ Spend time individually thinking about what you think the Executive should consider.

In your small groups:

- ▶ Round 1: Each person takes a turn to speak while the others **listen**.

Seek clarification if you need.

Take 30 secs of silence in between each speaker.

- ▶ Round 2 : Each person says what they have heard.
- ▶ Group conversation – what criteria should you recommend to the Executive?