



Transforming Your Challenging Conversations

UNDERSTANDING & TRANSFORMING: NEGATIVE PREDICTIONS WEBINAR #5

PRESENTED BY

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Negative Prediction Spotting Awareness Exercise

Is it a Negative Prediction? Not a Negative Prediction? A different behavior?

#	Sentence	Behavior
1	There's no way we're going to make this deadline.	
2	They haven't taken enough precautions to avoid an accident.	
3	We can't afford to lose this client.	
4	Using this new method will save us a lot of headaches.	
5	You'll see; everything will work out okay.	
6	I'm terrified about what could happen if this grant money falls through.	
7	The latest forecast projects a 15% decrease in sales next quarter.	
8	I know you think I'm going to fail and embarrass you.	
9	If we don't offer her the job right away, she'll get snatched up by some other firm.	
10	I'm never going to live this down, people will never forget the mistake I made.	

Negative Prediction Strategy Practice: Shifting Away from Speculation: Moving from Negative Predictions to Data

Goal: To experience the impact of introducing Negative Predictions into communications; to experiment with testing the hidden assumption that we can know the future.

Negative predictions carry assumptions about the future, treated as facts. Communications like “There’s no way she’ll approve this plan” and “Henry is going to be late, and we’ll miss the train” sound like factual statements but are actually just speculations. These behaviors introduce an inherent contradiction: we cannot know the future. Often, they also cause stress — the thought about what will happen later tends to worry us in the present, almost as if it were happening now.

When we talk as though our Negative predictions are already true, we are building on assumptions, rather than testing our ideas against reality. If left unchecked, these assumptions can be self-fulfilling:

Negative prediction: “I know Jane will be mad at me when I give her this information.”

As a result: In talking with Jane, I become edgy and defensive.

Self-fulfilling: Jane gets mad at me.

This exercise deals with a common assumption underlying many Negative predictions: the belief that the future will be like the past. After we’ve had a bad experience, we may expect other similar situations to turn out badly as well. As a result, we fail to take steps that open up the possibility for a better result.

You can do this exercise by yourself or with another person asking you these questions.

Step 1: Identify the Issue

Name the specific bad outcome you expect to have happen. Think of a difficult experience in the past that you are worried will happen again in the future.

Step 2: Facts about the Future

Can you know for certain what’s going to happen in the future?

Step 3: Facts about the Past:

- Have you had any positive experiences in past similar situations?
- When you’ve had negative experiences in similar situations, what factors contributed to those outcomes

Step 4: Facts about the Present

- What is different about your situation now, compared to similar past situations that ended badly?
- What factors in your current situation might impact the outcome you're worried about?
- Which of those factors can you influence or control?
- What resources and options do you have?
- What relevant facts are you missing, and how can you gather those facts?

Step 5: Questions about Planning

- Knowing what has happened in the past, what could you do differently this time?
- What steps can you take to help prevent the outcome you fear and make a better outcome more likely?
- Are there any contingency plans you want to put in place?

Step 6: Questions for Managing Uncertainty

- If you're finding it difficult to sit with uncertainty, what can you do right now to help yourself?

Webinar Series Developers

Anita Simon, Amy Yeager, Cunera Van Hal, and Ben Benjamin developed this webinar series. Anita Simon is the co-creator of SAVI along with Yvonne Agazarian. Ben and Amy are certified SAVI trainers in the United States and worked together for 10 years. Cunera is a certified SAVI Trainer and teaches SAVI in the Netherlands.

Your presenters today are Ben Benjamin and Eva Birgerson

Ben Benjamin PhD has been teaching and training communications skills since 1982. He had his first SAVI experience in 1998. With his enthusiasm, he went on to help develop the SAVI Training Program and certification track with Anita Simon, Claudia Byram and Fran Carter. He became the first Certified SAVI Trainer in 2002. He co-authored *Conversation Transformations* with Anita Simon and Amy Yeager in 2012. Ben is now a Senior Certified SAVI Trainer. He has developed, implemented, and taught SAVI trainings across health care, corporate, educational, and non-profit organizational settings both nationally and internationally and uses SAVI in his executive coaching practice.

Eva Birgerson is a licensed Psychologist and senior partner at Sandahl Partners Stockholm, Sweden. Eva has used SAVI in her work for 25 years, developing leadership, management teams and communication skills. Since 2015, Eva has been a certified SAVI-trainer and offers basic SAVI-training on a regular basis. To increase communication skills for the benefit of both productivity and work climate is so meaningful and satisfying!

How to Continue Your Learning About Predictions

- Negative prediction awareness quiz:
CTSAVI.com/NPquiz
- SAVI Coding Challenge:
CTSAVI.com/coding
- Attend a live or online SAVI® training:
CTSAVI.com/open
- Practice the Strategy
- *Conversation Transformation* (Chapter 5)
- Online exercises:
CTSAVI.com/NPexercises