

The 5 Positions of Control

| | PUNISHER <i>(reward)</i> | GUILTER <i>(praise)</i> | BUDDY <i>(isolate)</i> | MONITOR | MANAGER |
|-----------------------|------------------------------------|-----------------------------------|----------------------------------|-----------------------|-----------------------------|
| Does... | Yells and points | Preaches and "shoulds" | Makes excuses for them | Counts and measures | Asks questions |
| Says... | If you don't do it, I'll ... | You should have known better | Do it for me | What's the rule? | What do we believe? |
| Legacy... | Rebel, blame | Hide, deny, lie | Dependency | Conformity | Strengthen |
| Person says... | I don't care | I'm sorry | I thought you were my friend | How high? How far? | What can I do to fix it? |
| Outcome... | Repeat offense | Low self-esteem | Weakness | Consequence oriented | Discipline within |
| | EXTRINSIC MOTIVATION | | | | INTRINSIC MOTIVATION |

SOCIAL CONTRACT

From the work of Diane Gossen.