High Road to Influence
Fair Attitude
(Interactional Justice)
"Treating the other with dignity & respect"
Fair Process
(Procedural Justice)
"Going through the appropriate steps"
Fair Outcomes
(Distributive Justice)
"Ensuring an equitable result"
Build Trust
as opposed to playing on…
as opposed to playing on..
as opposed to playing on…
Low Road to Influence
fear of…
Rejection, contempt, derision and/or condescension
fear of…
Arbitrary behavior, political games and/or preferential treatment
fear of…
Losing, getting less, failing, being blamed and/or being punished
Trigger Compliance
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