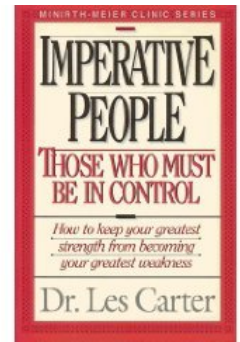


Struggling with Imperative Thinking¹

Having filled out the imperative behaviour check-list last session, have you spent time since then checking yourself to note any imperative mannerisms? If not, spend 5 minutes now thinking over your life this last week and see what you can identify.



Have you noticed the following things about controlling people who you've had dealings with in your life?

- Their control produces sour emotions and damaged relationships.
- Some of their imperative tendencies can be petty.
- They display their imperativeness when setting a time deadline, by getting irritated when others are not punctual or even early.
- When helping others they are quick to ferret out the cause of the problem and eager to impart their solution at the expense of allowing the others to discover the solution along with them.
- Controlled families have lots of fights and arguments, along with verbal abuse. Shouting to bring coercion features constantly, with few or no loving exchanges.
- Controlled people become angry and build defensive walls to protect themselves.

Did you know this about the tendency to be in control?

- Imperative mannerisms are a cover-up of deep insecurities.
- A harsh and overbearing ('control freak') father may act that way to maintain his 'king of the castle' status because he sees all non-compliance as threats to dethrone him.
- The desire to be punctual is good, but it can create unnecessary tension between people.
- Firm principles are an asset, but being loving is far more advantageous in our relationships with others than being correct.
- Attempting to direct another person's every move will cause you to lose your effectiveness in relationship with them, no matter how correct you may be.
- Subtle unspoken messages are discernible in controlling people – e.g. they are not particularly trusting or accepting; they have a feeling of false superiority.
- We need to develop an inter-personal nature that has an approachable attitude and an accepting heart.
- People who display genuine concern can have a powerful impact on others.
- People need to know that you are willing for them to be themselves, even in a training or corrective situation.
- The freedom of those we have a relationship with, to be who and what they are, is the cornerstone of being influential.
- Words of kindness draw people.
- You can maintain strong opinions without being imperative. It doesn't mean becoming wishy-washy.
- Non-imperative mannerisms generate acceptance, trust and the adoption of equity.

¹ – Les Carter's book p:17-21

NOTE: A person can be assertive, firm or unwavering without being imperative. More on this later on.

RESOURCES

- **VIDEO:** “The Controller's Dirty Little Secret, Part 1” (Les Carter)
www.youtube.com/watch?v=pQ52uOfIqaE
- **VIDEO:** “The Controller's Dirty Little Secret, Part 2” (Les Carter)
www.youtube.com/watch?v=eGd3fnG4PRE

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