


## GUIDING PRINCIPLES REFERENCE CHART

Guiding Principle		Essence	
		Individuals	Organizations
	<b>1</b> <b>PEOPLE HAVE SOMETHING IN COMMON</b>	We return to the common ground of being by loving, honoring and valuing self and others.	People are drawn together in companies through a compelling mission and shared values.
	<b>2</b> <b>PEOPLE ARE INQUISITIVE</b>	Wonder, curiosity and inquiry are the source of all learning.	Organizations that encourage curiosity accelerate learning and creativity.
	<b>3</b> <b>PEOPLE CONTRIBUTE</b>	Contribution based on purpose generates true fulfillment.	When organizations recognize individual contribution, they grow leaders at every level.
	<b>4</b> <b>PEOPLE GROW FROM CONNECTION</b>	Connection is the wellspring of creativity.	Collaboration is a conduit for enhancing people's strengths and generating innovative solutions.
	<b>5</b> <b>PEOPLE SEEK VALUE</b>	Listening provides an ever-present access to value.	Listening beyond words is the currency of valuing human capital.
	<b>6</b> <b>PEOPLE ACT IN THEIR OWN BEST INTEREST</b>	Discernment reveals the opportunities in every situation.	When people make the shift from self-interest to self-responsibility, it enhances the quality of interaction with colleagues and clients.
	<b>7</b> <b>PEOPLE LIVE FROM THEIR PERCEPTION</b>	An inclusive, present-based perception of reality is the platform for effective action.	Recognizing that people perceive reality through their own filters leads to effective communication and creates a platform for positive action.
	<b>8</b> <b>PEOPLE HAVE A CHOICE</b>	Awareness is the precursor to choice.	Shifting perspectives expands awareness and reveals new choices.

	9	<b>PEOPLE DEFINE THEIR OWN INTEGRITY</b>	<p>The vigilant development of the fit between calling and conduct creates integrity.</p>	<p>Integrity for individuals comes from continuous alignment between the organization's mission, vision, values &amp; their own.</p>
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