

### **Kegan Clip 3 transcript**

KEGAN: But if I were, again, to sort of make you say, OK, here's the place, roughly speaking, that I find most persuasive, we're going to take a quick poll here. And I'm going to give you just about the widest array that you could imagine.

You could say, I think that she's more two-ish, you know? I think she's somewhere in the transition between two and three. I think she's more three-ish. I think she's in that transition. I think she's more four-ish. I think she's beginning to move out of the four-ish one, OK? You could say any of those.

And it's perfectly fine. And I hope there'll be lots of differences. I'm not expecting on this one. You know, this is not as easy, OK? I'm not expecting the wisdom of the crowd's going to show 80% in one place, OK? So raise your hand proudly, OK?

So how many would say, I'd go for this one, that I think it's basically two-ish? OK, how many would say, I think it's in the transition between two and three? OK, a few. How many think it's basically three-ish? OK, also kind of a few. How many think, I think it's somewhere in the transition between three and four? OK, lots.

How many think, I think it's more four-ish than in the transition between three and four. OK, several. How many, I think it's beyond the four-ish? OK, one. OK, well that's not quite as much division as I was hoping for. There certainly is a camp-- this is a big camp. And this is definitely a camp.

OK. There were some here and some here, and there was one here. Yes, Bob, you just repeated yourself. OK.

[LAUGHTER]

So-- well, I'm thinking out loud. That's what it sounds like. OK, because what I want to do is we're going to take a break in a minute. When you come back from the break,

you're going to see a seating chart, OK? I'm essentially going to be asking you to go back to your seat and pick up your things. I know it's annoying, but it's all for the good of learning.

And I'm going to ask you to actually sit with people who share the same view you do so that you can together work up the strongest argument for your position. And I'm even going to invite the one of you who thinks that it might be, if you're willing to defend your-- maybe somebody will even join you-- to work up your position as well. So there'll be five locations, and you can consult the screen when you come in as to where you should move to.

OK, so now we're going to take a 10-minute break. And we'll resume at a quarter after.