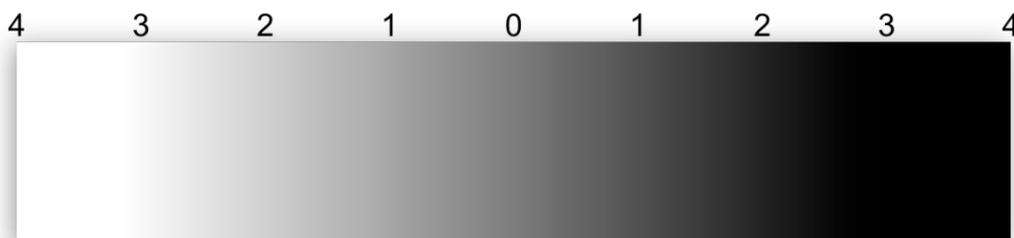


Yon

Yon is the answer, if a clear yes or no is not possible. The size of this area depends mainly from the size of the two poles. The magic of the yon lies in the explicit designation the grey zone between the extremes. The half-full or half-empty glass reduces the grey zone between the poles to zero. The benefit of yon is the clear message that the one or the other extreme is not finally decidable, but further aspects have to be clarified in advance.

The model consists of both poles and the grey zone.



- **Poles**

The poles of the yon describe opposite aspects that can be clearly answered with the one or the other. The classical example is the digital bit that represents the two conditions on or off with 1 or 0. Other poles are less clearly assignable. When is it planning or improvisation? Strong or weak? Diligence or carelessness? Success or flop? Order or chaos? Black or white? In most cases, the poles are only black and white assignable without doubt in their extreme position, (see diagram: 4) - the rest is grey zone. In order to facilitate the allocation, it is necessary to renounce dogmatism by interpreting the poles more generously and to reduce thereby the grey zone. Most people will be able to put the largest and lowest value without difficulties at 3. To simplify, the poles should always be considered carefully.

- **Grey zone**

The grey zone is the area of the yon. Here a smooth transition between the two alternatives takes place. As soon as a yon is formulated, it means indecision. The bigger this area is, the more often there will be different points of view and mistakes. As soon as yon is found in the evaluation, adequate reaction is possible. A large grey zone (between 3 and 3) means that it is three times larger than the two poles and less understanding is expectable. A balanced grey zone (between 2 and 2) is just as large as the two poles. In this case, the two poles are still meaningfully separated from each other and more people can get decide the one or other alternative. The defined grey zone facilitates reaching a decision by the participants.

It will be more and more important to find common ground through consensus. The difficulty is located in the individual standards and evaluations. In order to bring about a consensus, it is helpful to offer alternatives that unite a larger group of people. Often, these are not the extreme positions, but compromises in between. Inquiries, options or decisions need the alternative Yon, in order to make the agony of the choice early on visible.

Do you like this paper? Yes Yon No