

# Social Taxonomy

Level	Components
1	<ul style="list-style-type: none"> <li>• <b>Receiving a Message:</b> Open to message, active listening, open body language, responding, &amp; checking perceptions.</li> <li>• <b>Preparing a Message:</b> Defining purpose, organizing message, selecting word choice, &amp; illustrating.</li> <li>• <b>Delivering a Message:</b> Selecting an appropriate time/place, generating presence, persuading, &amp; storytelling.</li> </ul>
2	<ul style="list-style-type: none"> <li>• <b>Performing in a Team:</b> Goal setting, achieving consensus, cooperating, compromising, accepting responsibility, &amp; contributing ideas.</li> <li>• <b>Relating for Meaning:</b> Befriending, empathizing, collaborating, &amp; mentoring.</li> <li>• <b>Inviting Interaction:</b> Taking interest in others, initiating interaction, displaying openness, &amp; assisting others.</li> </ul>
3	<ul style="list-style-type: none"> <li>• <b>Cultural Competence:</b> Clarifying stereotypes, appreciating cultural differences, &amp; using culture-specific expertise.</li> <li>• <b>Living in Society:</b> Sharing traditions, supporting institutions, valuing communities, reacting to history, &amp; being a global citizen.</li> <li>• <b>Accepting Constraints:</b> Following rules, noticing social cues, &amp; acting within norms.</li> <li>• <b>Managing Resources:</b> Negotiating, securing resources, &amp; creating productive environments.</li> <li>• <b>Managing Communication:</b> Connecting with stakeholders, networking, marketing, &amp; sustaining change.</li> </ul>
4	<ul style="list-style-type: none"> <li>• <b>Building &amp; Maintaining Teams:</b> Defining team roles, setting rules, delegating authority, confronting poor performance, &amp; mediating.</li> <li>• <b>Managing People:</b> Building consensus, motivating, modeling performance, assessing performance, &amp; evaluating performance.</li> <li>• <b>Empowering:</b> Giving credit, encouraging ownership, grooming team members, &amp; placing team needs above own.</li> </ul>
5	<ul style="list-style-type: none"> <li>• <b>Maintaining Commitment:</b> Meeting individual needs, taking meaningful stands, thinking opportunistically, &amp; being charismatic.</li> <li>• <b>Building a Following:</b> Inspiring, sharing a vision, generating commitment, &amp; maintaining integrity.</li> <li>• <b>Envisioning:</b> Anticipating the future, seeing implications, responding to change, &amp; balancing multiple perspectives.</li> </ul>

Adapted from: Social Domain. Leise, C., Beyerlein, S., and Apple, D.