

## *Statement vs. Suggestion*

A statement helps to eliminate confusion, but it can also stifle thinking. A suggestion offers alternatives, and thus stimulates investigation.

A statement produces clarity, but it also serves rigidity. A suggestion introduces flexibility, and thus fosters creativity.

That's why authority wallows in statements, but leadership swallows up suggestions.

A statement has its mind made up; a suggestion opens the issue up. A statement appears peremptory; a suggestion is provocative.

Statements sound aggressive; suggestions do not threaten. Statements rely on logic; suggestions depend on imagination.

A statement is running a race; a suggestion just ambles along.

A statement lays out plans; a suggestion proposes possibilities.

Statements tell how things are, were, or will be; suggestions wonder how they *could* be.

A good statement comes from a sound suggestion; the best statements leave room for more suggestions.

If you're in charge, therefore, be less concerned with fashioning statements, and indulge yourself in listening to suggestions.

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