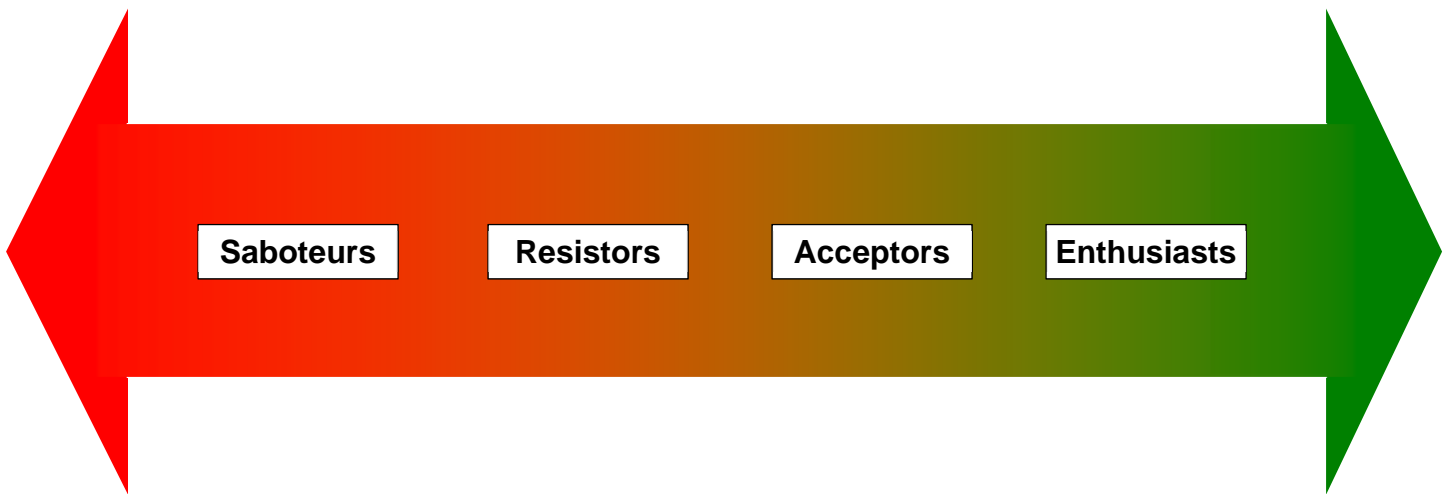


The Range of Change Reaction

When people experience change they are likely to react in one of 4 ways.

The more negative reactions of Saboteur and Resistor can be seen moving through red zone below.

The positive reactions of Acceptor and Enthusiast are in the green zone.



People experiencing change can move across this range of reaction, depending on how they are managed. A resistor who is badly managed may become a saboteur, but when managed well they can move to be an acceptor. You can move anyone to the right through good management or to the left by poor management.