

Value Dynamics One Sheet



The Central Question

What choice can I make,
and action can I take,
in this moment,
to create the greatest net value?

The Dimensions of Value

Intrinsic / People (∞)



- Infinitely, innately valuable
- One of a kind, Unique, Priceless, Irreplacable
- People, Heart, Soul, Significance
- Intrinsic truth is reality itself. That is true which is and because it is as it is
- Intrinsic language is metaphorical.
- Ends (noun) in and of themselves. Not a means to an end (extrinsic) or bring orderliness (systemic).

Extrinsic / Products (n)



- Measurable, tangible, touchable, practical, situational
- Tasks, work, roles, products, services, space, time
- Extrinsic truth is relational between empirical things and the concepts used to refer to them.
- Extrinsic language is comparative and descriptive.
- Extrinsic objects exist in the common, public, sensory world of space and time that we can see, touch, smell, taste, and hear extrinsic objects;

Systemic / Plans (1 or 0)



- Mental constructs which exist in our minds
- Plans, rules, procedures, best practices
- Ideas, expectations, intentions
- Systemic knowledge is knowledge of systems and is purely intellectual and abstract.
- Systemic truth is consistency. That is true which fits the system.
- Systemic values do not exist in public space and time.

When you make value judgments based on the hierarchy of value, intrinsic > extrinsic > systemic, you have the greatest opportunity for making the biggest difference in your world.

If you'd like to read more on value dynamics, I'd recommend the book, [*Answering the Central Question*](#) by Peter Demarest and Harvey Schoof (Traci's business partners) that is available on Amazon.

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