

Genuineness: An Overlooked Element of Inviting Behavior Misunderstood

Daniel E. Shaw, Ph.D.

Associate Professor

Behavioral Medicine

Nova Southeastern University

College of Osteopathic Medicine

danshaw@nova.edu

danshaw@invitationaleducation.net



My Mentors



My Mentors Then *at the University of Florida Circa 1974*



Objectives

Participants will be able to:

- Define the concept of “Genuineness”
- Describe the process and key elements of Invitational Theory (IT)
- Propose how “Genuineness” fits as a key element of IT

Genuineness

- A concept not directly addressed in Invitational Theory
- I propose that it no longer be overlooked

Genuineness

- Actually possessing the alleged or apparent attribute or character
- Not spurious or counterfeit; authentic
- Honestly felt or experienced
- Actual; real
- Free from hypocrisy or dishonesty; sincere.

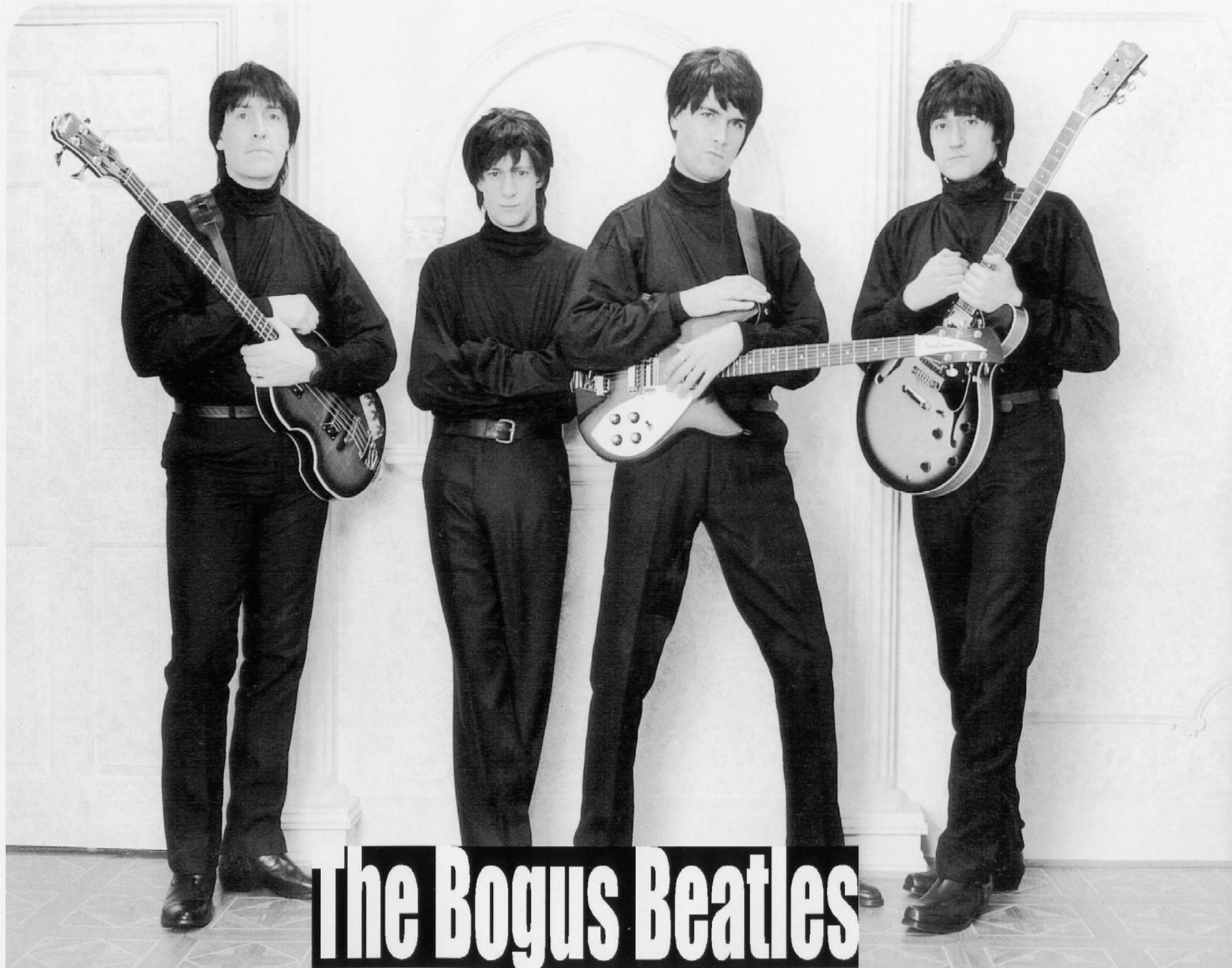


“He’s a phony. I asked him to name his reindeer,
and he included Wolf Blitzer



Genuineness vs. Disingenuousness

- True
- Real
- Actual
- Honest
- False
- Imitation
- Counterfeit
- Lie
- Pretending, acting

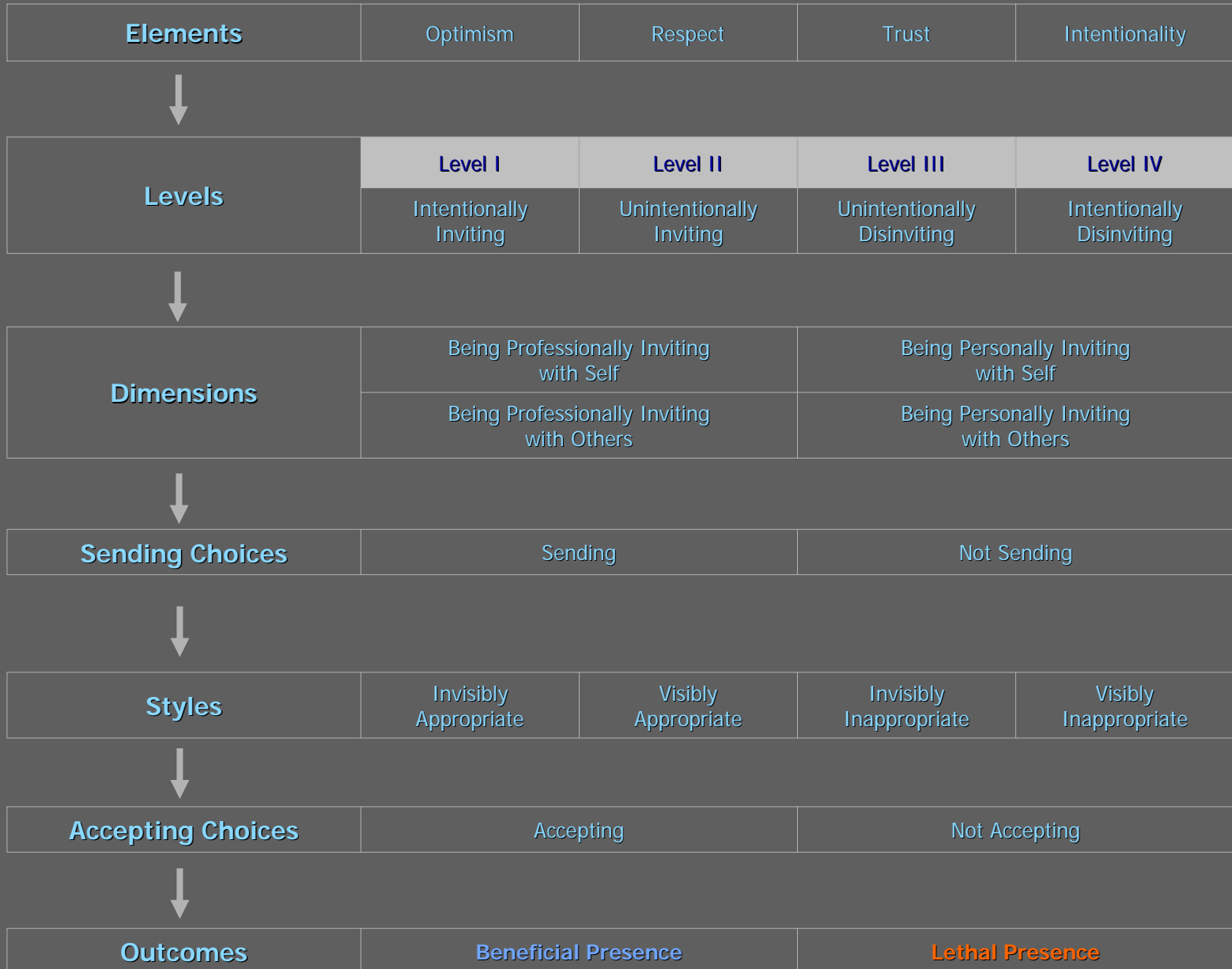


The Bogus Beatles

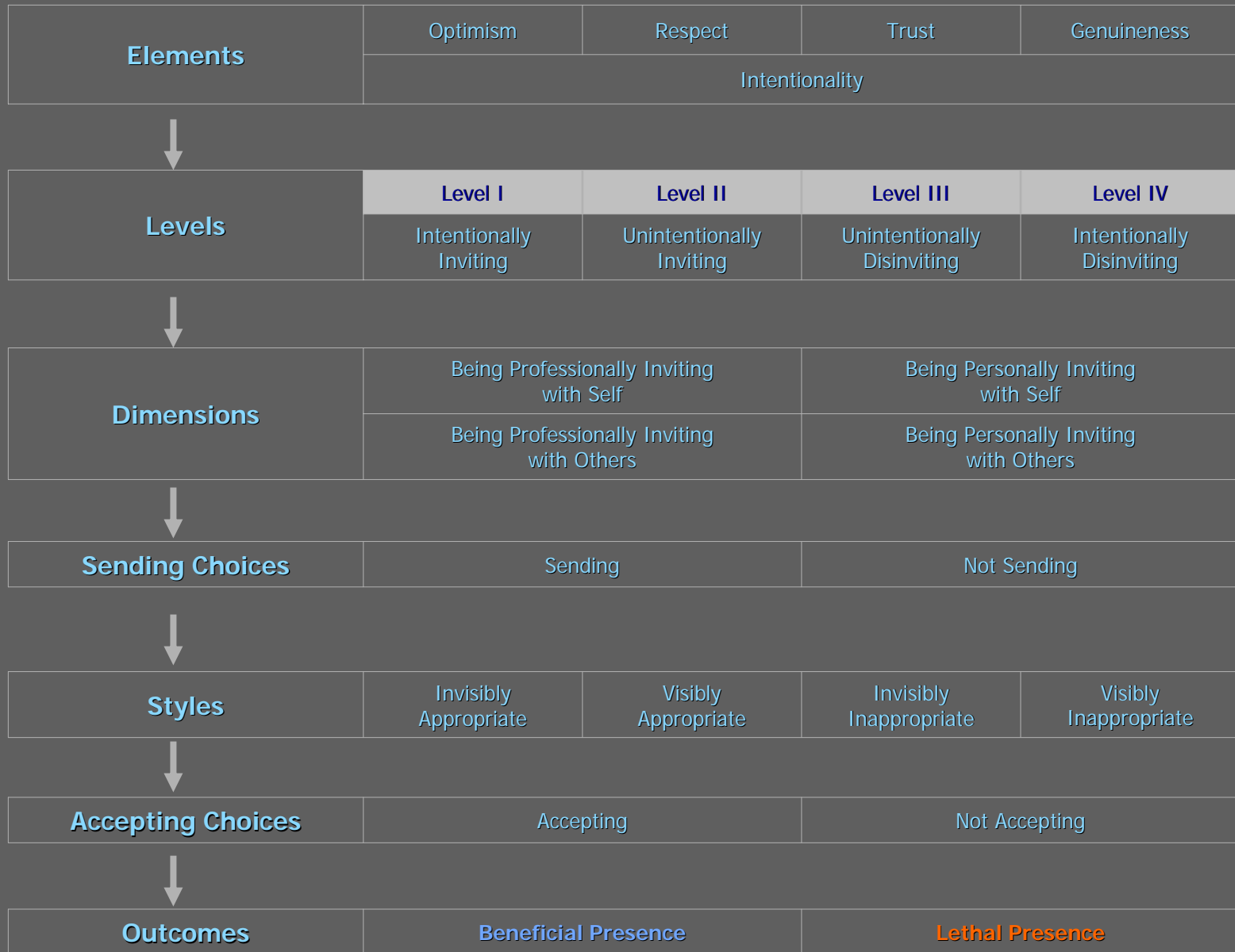
Perceptual Psychology

- Key psychological theories underlying Invitational Theory
- Attitudes and beliefs determine behavior
- "(authenticity)...is an experiential achievement that can give order and unity to the person and his or her impact on those with whom he or she interacts."

The Process of Invitational Theory



Proposed Process of Invitational Theory



The Process of Invitational Theory

Replace →

| | | | | |
|-----------------|----------|---------|-------|----------------|
| Elements | Optimism | Respect | Trust | Intentionality |
|-----------------|----------|---------|-------|----------------|

With →

| | | | | |
|-----------------|----------------|---------|-------|-------------|
| Elements | Optimism | Respect | Trust | Genuineness |
| | Intentionality | | | |

Conclusions

- Inherent congruence with IT
 - genuineness should be one of the elements within the criteria for inviting behaviors
- In our discussions about inviting behaviors and as we teach others about the Invitational Model, the concept of Genuineness needs to be part of that discussion

Thank you
for not throwing things!