

The Fox / Lion Mode Selector

Choosing Your Strategic Posture — Chapter 3 Framework

DIGITAL DOWNLOAD — EXCLUSIVE COMPANION RESOURCE

Machiavelli's fox recognizes traps. His lion frightens wolves. Every engagement requires you to choose which mode serves the situation. This selector helps you make that choice deliberately rather than reactively.

SITUATION ASSESSMENT

DESCRIBE THE SITUATION

FOX MODE

Recognizing political traps. Strategic understatement. Maneuvering around obstacles rather than through them.

- Use Fox Mode when:** The opponent has more positional power than you

- Direct confrontation would cost you more than the win is worth

- You need more information before committing to a position

- The political landscape is unclear or shifting

- You're being set up (ambush meeting, gotcha question, smiling underminer)

LION MODE

Standing with data and saying: "This objection has no supporting evidence. Here is mine." Composure as authority.

- Use Lion Mode when:** You have documented evidence and the terrain is favorable

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Your credibility is being publicly challenged and silence would validate the challenge

The audience needs to see strength and confidence from you right now

You've done the Contrast Protocol prep and you're ready

A factual correction is needed and only you can provide it

DECISION

SELECTED MODE & RATIONALE