



Cards facing up / down

There are two options for working with Points of You™ cards: **Face up, or face down.**

Both options generate an interesting dynamic, and ultimately achieve the same objective, yet each has its advantages and drawbacks:

Face up

Advantages

- Prevents resistance - Face down can cause many people, usually those who tend toward logical thinking or who need to feel in control, to resist flowing with the process. When the cards are face up, resistance is neutralized in advance, as is fear of the unknown.
- Open choice - When the cards are face up, the participant in fact chooses the content of the card with which s/he wants to work. Open choice is actually a fascinating phenomenon that enables observing the choice process itself and the questions that arise surrounding it, as well as stimulating fruitful dialog. We recommend raising queries such as: Do we choose a card based on ease or proximity? Is the choice based on the word, or the picture? Does the card's colorfulness play a role in our choice?

Drawbacks

- The time factor - Despite the fact that this appears to be a technical issue, face up is more time consuming because it causes the participants to ponder and vacillate over the cards.
Therefore, face up is suitable for situations wherein time is not constrained.
- Automatic awareness - The act of choosing in face-up mode is a conscious decision, and usually does not enable topics of which the participant is not consciously aware to rise to the surface.

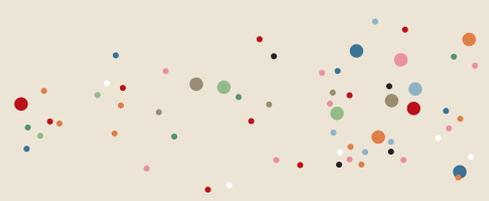
Face down

Advantages

Surrendering control - When the cards are unseen, choosing is random, and therefore in most cases, the card chosen is not necessarily the one that s/he would have chosen if the cards were visible.

Randomness enables liberation from the control entailed in the face-up option, thereby bringing the participant face-to-face with places of which s/he is less conscious, in turn enabling her to open up to another perspective on her life that did not previously lie in her field of vision.

Random choice in most cases brings to the surface a real issue that lies under the surface and that is waiting to be probed; it generates strong and surprising responses that can even manifest in crying or in uproarious laughter.



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In our experience, every card can be related to every subject under the sun. The face-down option often creates a sense of surprise and even a “mystical moment”, i.e., “I can’t believe I chose this card. It hits the nail on the head!”

Drawbacks

As a foretated, there are those for whom randomness clashes with their logical tendencies, and it can therefore generate resistance. When there is resistance to a card chosen, the participant may “put up a wall”, so that we miss the potential that lies in work with the kit .