

Thinking It Through

Think of a person with whom you are experiencing challenges and with whom you are not getting the results you are looking for.

Issue:

What have you been thinking and doing about this situation? What are the results you have been getting?

Thoughts	
Feelings	
Behaviour	
Results	

Consider the other person and what they might be thinking and feeling about the same situation.

Thoughts	
Feelings	
Behaviour	
Results	

How could you reframe it? Is there an opportunity to have greater empathy? What can you be curious about? What results might you get?

Thoughts	
Feelings	
Behaviour	
Results	

You can also use the process in reverse. Select your desired results and determine what behaviour, feelings, and thoughts you need to get those results. What (results) would you like to achieve in this situation? What behaviours, feelings, and thoughts are needed to achieve that outcome?

Results	
Behaviour	
Feelings	
Thoughts	

The only person you can change is yourself, but you can sometimes influence a person's thoughts and behaviours to generate more positive results.