

The Four Steps to Success

1. Know what you want. Decide and write down exactly what you want. Use the Well Formed Outcome to do this.
2. Take Action. Do what you think get you your outcome and avoid unnecessary problems. ACT NOW!
3. Begin to notice the results of what you do. Are you getting closer to your goal/outcome or you getting further away from it? Observe what is happening as a result your actions/behavior. What is the feedback you are getting?
4. Continue to change your actions/behavior until you get your goal or outcome. If what you are doing is not working -- do something different!

Achieving a Well Formed Goal or Outcome

Since language affects our thoughts, behavior and actions, it would be to our advantage to understand whether the method we are using to set and achieve goals and outcomes is appropriate or not.

Typically when we have trouble getting our goal or outcome we ask ourselves these questions:

1. What's wrong?
2. Why do you have this problem?
3. How many ways does this limit you and what you can do?
4. What does this problem stop you from doing that you want to do?
5. Whose fault is it that you have this problem?
6. When is the worst time you have experienced this problem?
7. How long have you had it?

Notice that these questions tend to lead us into considering who's to blame, what's wrong and lead us away from the actual goal or outcome we want.

Now, consider these questions towards achieving a Well Formed Outcome:

What is it that you want?

- Ensure that it is stated in the positive (reframe as necessary).
- Can it be initiated and controlled by self?
- What will you and others see and hear when you have achieved your goal? (Sensory based description of the vision)
- What is the appropriate scope for the project/concern?
- Is this something that is one project/concern or should it be broken down further? Is this part of a larger concern? Is this one of a series of similar concerns?
- For what purpose? What's important to you about this?

How will you know when you have it?

What's the evidence?

Where, when and with whom do you want it? (In what context)

- Is your choice of context ecological?
- Is it sensory and information based?
- Are there times and situations when you don't want it?

Ecology:

How will your desired outcome affect your activities?

The activities of others?

- What will you gain or lose? What will others gain or lose?

What stops you from having your desired outcome now?

- Sensory and information based.
- Identify limiting assumptions and beliefs.
- How is it possible?

What resources do you already have to get your outcome?

- How is it possible?

What resources do you need in order to get your outcome?

How are you going to get there?

- Do you have more than one way?
- Milestones: Is the first step specified and achievable?

Is it worth having?

- Is it of valuable?
- Does it have a good bottom line?
- Does it add value?

Notice the differences between using the first set of questions and using the last set of questions. Consider what the different questions did to alter the mood, the direction the solution of the problem took, how well formed an outcome being developed would be, how inspired would a person be to reach a solution, etc.