

GETTING RESULTS WITHOUT AUTHORITY™

NEW PLANNING GUIDE

WHO AM I? Name: <i>Describe the situation and your role in it. What is your preferred style. What are your feelings and thoughts about the person who is the target of your influence.</i>	WHO ARE YOU? Name: <i>Put yourself in the position of the other person. Describe the situation and their role in it. What is their preferred style. What are their feelings and thoughts about you.</i>
WHAT DO I WANT? <i>List all of the things you would like to get from this situation. Circle the most important ones</i>	WHAT DO YOU WANT? <i>Again from the perspective of the other person, list all of the things the other person might want. Circle the most important ones</i>
WHAT STYLE WILL GIVE ME THE BEST CHANCE OF SUCCESS?	
WHAT OUTCOME DO I WANT? <i>Do you want a Deal, Solution, Understanding, Cooperation (Action – Process – People – Ideas)</i>	OTHER PARTY'S STYLE PREFERENCE? <i>What is the strength of style preference of the other party? Do you need to use it – to get what you want / to get agreement to use your outcome style?</i>
HOW DO I DO IT? <i>What do I say in the chosen style? What words, music and dance? What about the physical environment? Where might difficulties occur? How will I respond to them? What do I need to practice?</i>	