

PLANNING GUIDE

<p>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></p>	<p>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></p>	
<p>WHAT DO I WANT? <i>List all of the things you would like to get from this situation. Circle the most important ones</i></p>	<p>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></p>	
<p>WHAT STYLE WILL GIVE ME THE BEST CHANCE OF SUCCESS?</p>		
<p>WHAT OUTCOME? <i>What outcome do I want? Deal, Solution, Understanding, Cooperation</i></p>	<p>OTHER'S STRENGTH? <i>What is the strength of preference of the other party?</i></p>	<p>IMPACT OF EACH <i>What would be the impact of each one of the styles?</i></p>
<p>HOW DO I DO IT? <i>What do I say in the chosen style? What words, music and dance fit? What about the physical environment? Where might difficulties occur? How will I respond to them? What do I need to practice?</i></p>		