

Action Planning

Action 1

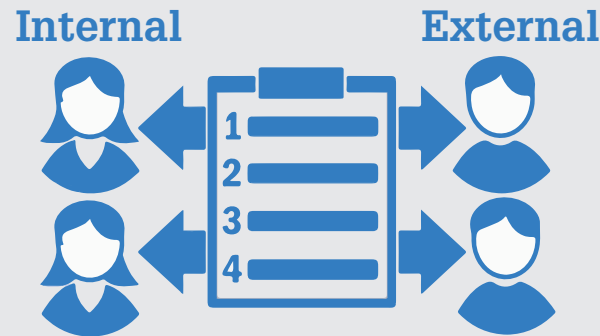
Observe & List



During the next 7 days keep an eye on how people make decisions. Make a list of people who seem to make decisions using their "Gut Feeling" i.e internal reference, and those that need external references.

Action 2

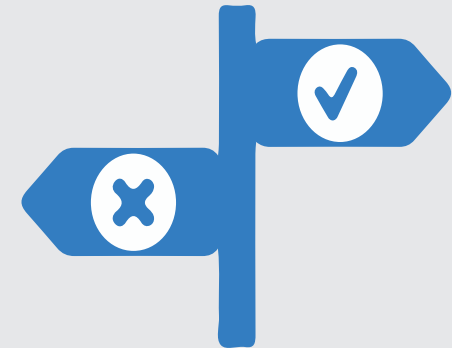
Sample



Identify 2 people from your "Internal Reference" list and 2 people from your "External Reference" list who you have regular dealings with. Has your approach been appropriate for the way they make decisions?

Action 3

Moving Forward



Think of your own team or a group you belong to, For each person review if you have been communicating to them in the right way and how you will do this effectively in the future based on what you have learnt.

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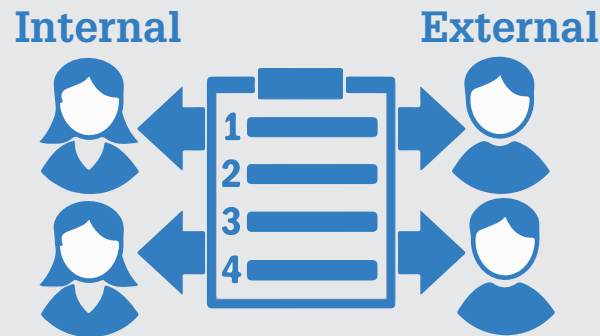
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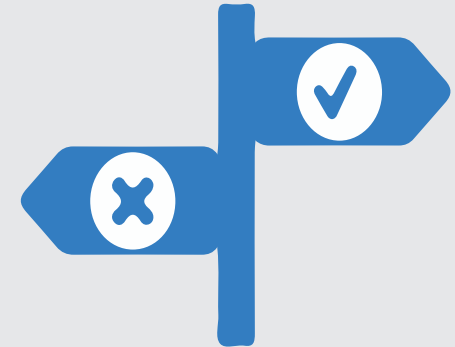
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