

GETTING RESULTS WITHOUT AUTHORITY™

NEW 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> <table border="1"> <tr> <td data-bbox="231 1294 699 1668"> <p>WHAT OUTCOME DO I WANT? <i>Do you want a Deal, Solution, Understanding, Cooperation (Action – Process – People – Ideas)</i></p> </td> <td data-bbox="699 1294 1332 1668"> <p>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></p> </td> </tr> </table>		<p>WHAT OUTCOME DO I WANT? <i>Do you want a Deal, Solution, Understanding, Cooperation (Action – Process – People – Ideas)</i></p>	<p>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></p>
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<p>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></p>			