

GAME CHANGING CONVERSATIONS WORKSHEET

1. IDENTIFY MY CONCERN OR CHALLENGE

Reflect on the situation and write a 1-2 sentence description of the concern or challenge.

2. WHAT'S MY ROLE IN THIS?

Reflect from a 30,000-foot view and identify: What part of this concern can I take responsibility for?

3. GROUND YOURSELF IN APPRECIATION

Reflect on what is working. Next, take action and speak to what you can appreciate about the other person or situation.

4. CLARIFY THE GOAL OR DESIRED OUTCOME

Reflect on what you both want. What do you want to accomplish together? Take action and articulate this collective interest to the other person.

5. EVALUATE POTENTIAL OBSTACLES

Reflect on what's in your way and how you can gain more perspective. Next, identify an action you can take to eliminate the obstacle and identify who can help you.

6. VISUALIZE THE DESIRED OUTCOME

Describe your vision for how the ideal scenario could unfold. Do it in such a way that inspires and motivates the other person to join you in moving toward this outcome together.

7. MAKE A REQUEST

Identify one concrete step that could move the action forward. Then make a request of the other person that is in line with this step—and/or offer to take an action yourself.

8. EMOTIONAL AND MENTAL REHEARSAL

Practice Emotional and Mental Rehearsal to help you imagine having achieved your desired outcome.