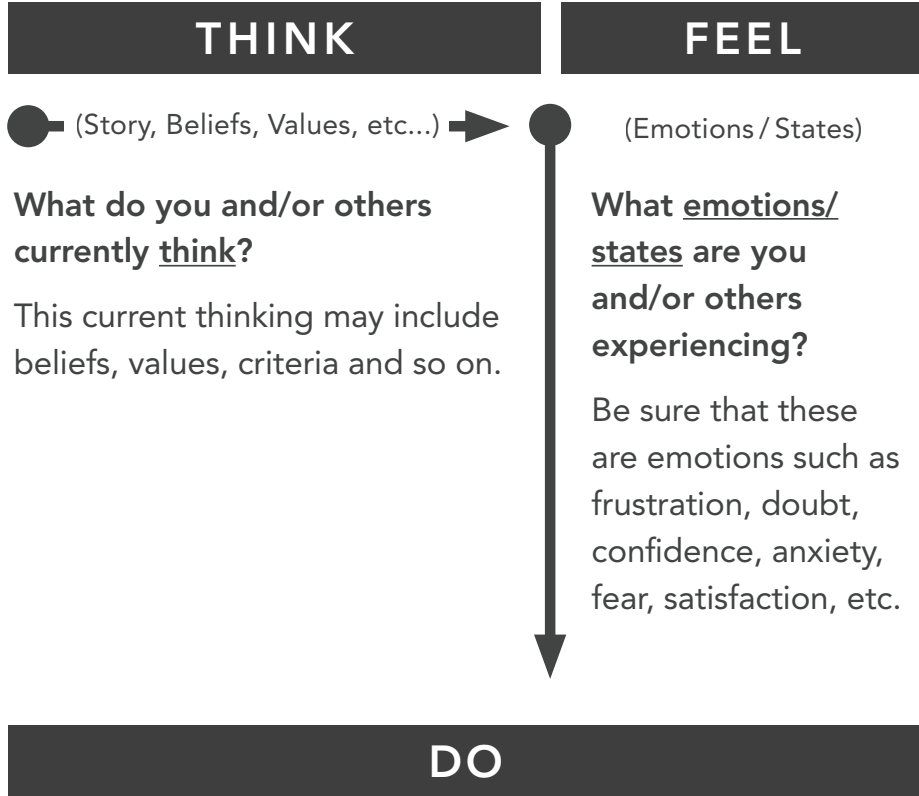


# CURRENT STATE (CS)



What do you and/or others currently think?

This current thinking may include beliefs, values, criteria and so on.

What emotions/ states are you and/or others experiencing?

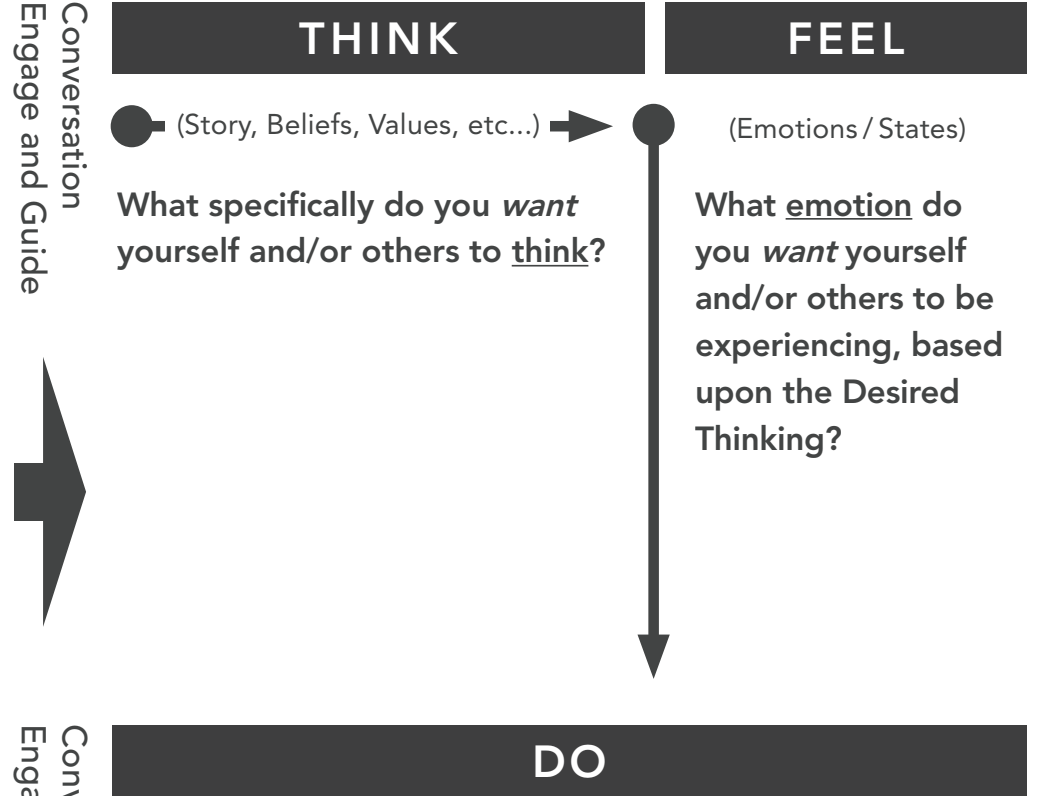
Be sure that these are emotions such as frustration, doubt, confidence, anxiety, fear, satisfaction, etc.

**DO**

(Behaviour)

Given what you and/or others are currently thinking and feeling, what are you/they currently doing that you would like to influence (either reinforce if positive or discourage if negative)?

# DESIRED STATE (DS)



What specifically do you *want* yourself and/or others to think?

What emotion do you *want* yourself and/or others to be experiencing, based upon the Desired Thinking?

**DO**

(Behaviour)

If you and/or others are thinking and feeling the way that you want, what specific behaviours do you *want* yourself/ them to be doing?

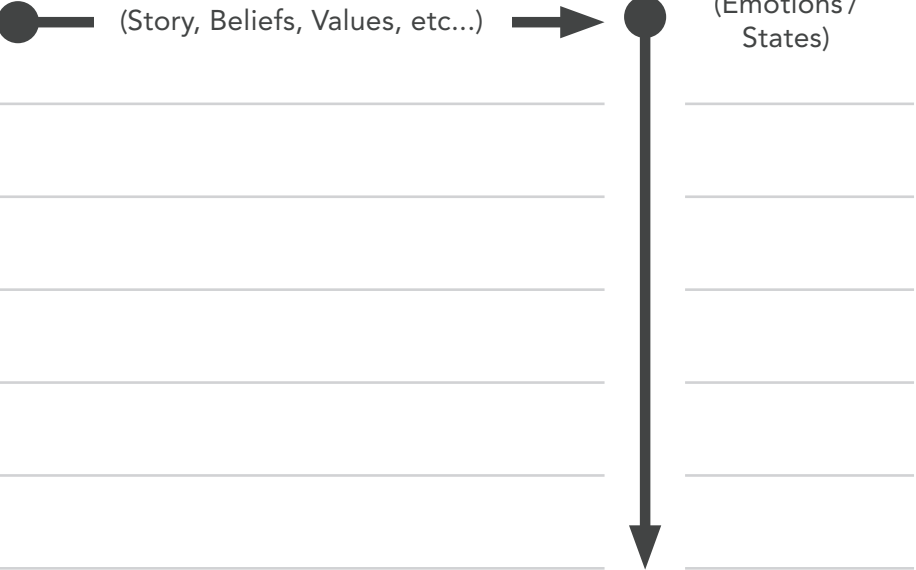
Remember to express these behaviours in SMART terms.

Conversation Engage and Guide

Conversation Engage and Guide

# CURRENT STATE (CS)

**THINK** **FEEL**



**DO**

(Behaviour)

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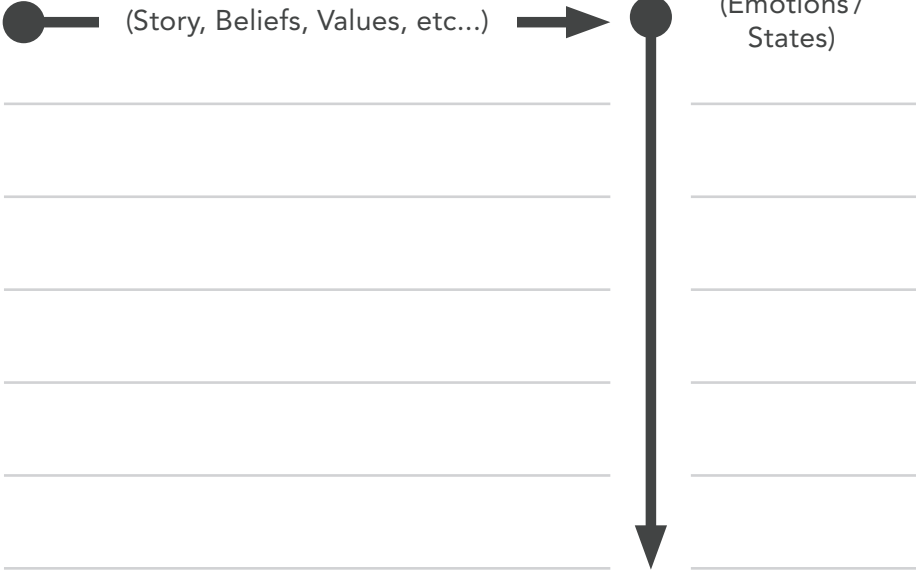
Conversation Engage and Guide



Conversation Engage and Guide

# DESIRED STATE (DS)

**THINK** **FEEL**



**DO**

(Behaviour)

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