

**Changes I made without resistance:**

**Changes I resisted making:**

**Changes I wouldn't resist making:**

**Changes I would resist making:**





How "Out of Control" are the people around you?

TOTALLY IN CONTROL |-----| TOTALLY OUT OF CONTROL

TOTALLY IN CONTROL |-----| TOTALLY OUT OF CONTROL

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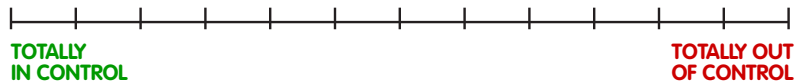
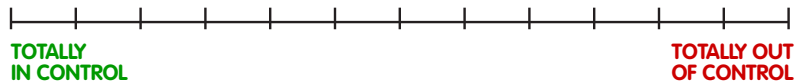
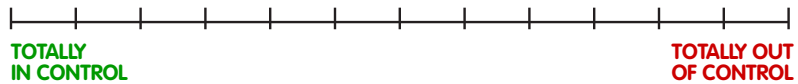
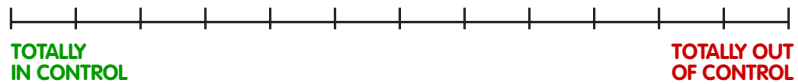
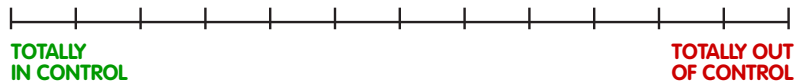
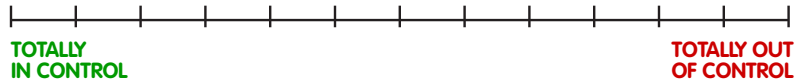
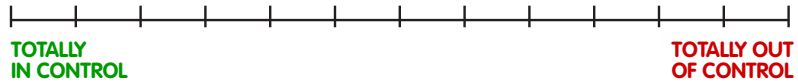
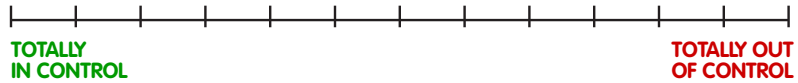
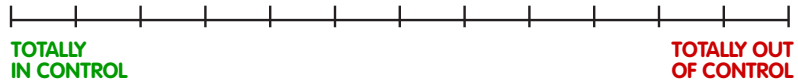
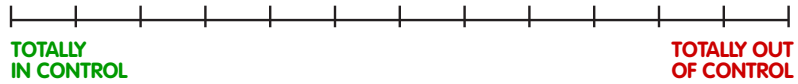
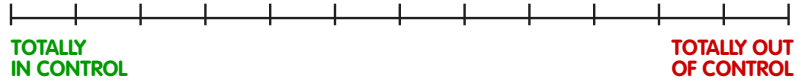
TOTALLY IN CONTROL |-----| TOTALLY OUT OF CONTROL

TOTALLY IN CONTROL |-----| TOTALLY OUT OF CONTROL

**YOURSELF?**

TOTALLY IN CONTROL |-----| TOTALLY OUT OF CONTROL

How "Out of Control" are you?



How "Dysfunctional" are the people around you?

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TOTALLY FUNCTIONAL TOTALLY DYSFUNCTIONAL

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TOTALLY FUNCTIONAL TOTALLY DYSFUNCTIONAL

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**YOURSELF?**

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TOTALLY FUNCTIONAL TOTALLY DYSFUNCTIONAL

How "Dysfunctional" are you?

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TOTALLY FUNCTIONAL TOTALLY DYSFUNCTIONAL





**What Product/Service/Idea are you evaluating?**

**Is the value it offers about: SAFETY — SECURITY — HAPPINESS — HEALTH?**

**In what ways does this Product/Service/Idea impact control?**

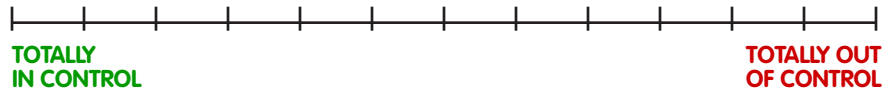
**What situations exist that are a fit for this Product/Service/Idea?**

**Who are currently in these situations?**

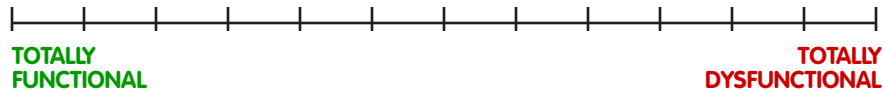
Who are you trying to influence?

What are you trying to influence him/her to do?

How would he/she rate his/her current level of control?



On this issue, how would you rate his/her decision making abilities?



In what way(s) are they out of control?

Is the value you offer about: SAFE — SECURE — HAPPY — HEALTHY?

How would you rate his/her level of productive tension?

