

REALITY 1

What is the context?
What is the status-quo?
What's the need?
What does reality require from all of us?

- Engines
- Anchors

VALUES 2

What do people believe?
What are the espoused values?

READINESS 3

How ready/able/capable are we for this change?
What are the limiting beliefs complexities, gaps?

MY PURPOSE 4

We want...,
Our aspiration is...,
We bring...
skills, motivation, experiences, social networks, resources, repertoires...

NEXT CRITICAL GOAL 6

What's our next critical goal?

RELATIONSHIP 8

How do you interact with each faction?
Who are you to them?
What is your relationship with each faction?

NARRATIVE 9

How do you reach each faction? How will you help them reach shared purpose? Why us? Why now?

FACTIONS 7

Which factions are around the issue?
What are each faction...

- Preferred outcome?
- Potential losses?
- Competing loyalties?

RISKS 5

What will it cost? What are the risks to me?
What are the risks to others?

NEXT ACTION 10

What do we do next? What does progress look like?
What sign of progress shall I look for?
How will I measure success?