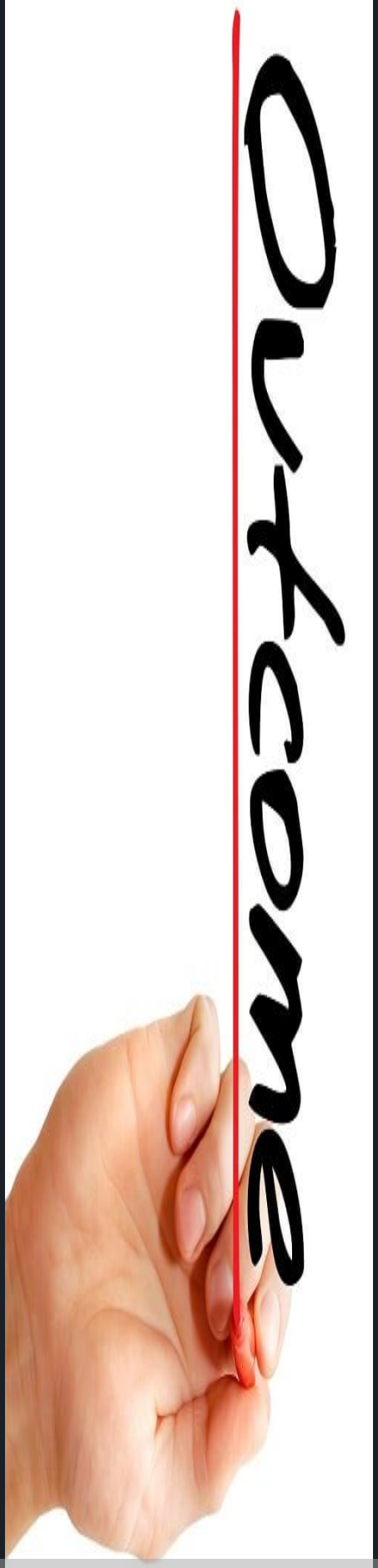
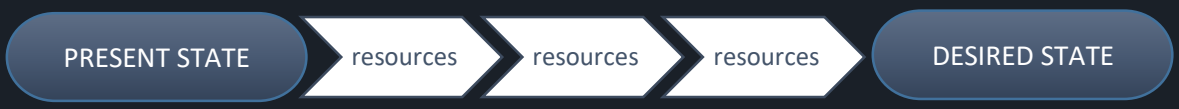
OUTCOME

Coach yourself and others to achieve big goals.
A definite question in NLP: 'What do you want?'
In NLP outcome are different from targets/goals/objective, because, they (outcomes) meet certain conditions that make them realistic/motivating/achievable.
Task differs from outcomes. Outcomes; what you want, task; what you do to get what you want.
Don't do task until you set your outcome.
Problem? | The between what you have and what you want.
Proactive:
Set an outcome and be cleared about your desired state, plan to make the journey from one to the other, take ownership of the problem and start to move towards a solution.
Problems can't be solved unless you have an outcome.





JOURNEY FROM PS TO DS

Outcome thinking questions: developing outcome thinking!
a. what am I moving towards? (DS or outcome)
b. why am I moving? (The values that guide you)
c. how will I get there? (The strategy for the journey)
d. what if something goes wrong? (The contingency planning and risk management)

Opposite of outcome thinking is problem thinking. Mark among the following sentences, the outcome/problem thinking;

- What is wrong?
- How long has it been going?
- What can we learn from it?
- When did it start?
- What do we wish to achieve?
- Whose fault is it?
- Why haven't you solved it?

STRUCTURE YOUR OUTCOMES

The well-formed conditions:

Positive: what you want

Evidence: how will you know you are succeeding/ have succeeded?

Specific: when/where/with whom?

Resources: a. objects, b. people, c. role models, d. personal qualities, e. money

Control: can you start/maintain the outcome (direct control); if others; who will help you, and how you will motivate them.

Ecology: wider consequences

- What is the price; time and efforts?
- Who else is effected? How they feel?
- What significant is at stake?
- Think of PS (What is good about it? What you want to keep: losing means pain)
- Identity: is this outcome (DS) is consistent to 'Who you are'?

Chunk Down: chunk down if the outcome is large.
Action Plan: what to do next?

NOTE: *Don't just think it; ink it!*

POSSIBLE OBSTACLES THAT MAY STOP YOU

Think to yourself, "I will not achieve my goals because-"

- I don't have resources (people, money, objects, skills etc.)
- I have resources-but I don't know what to do.
- I know what to do- but I don't believe I have skills
- I have skills- but doesn't seem worth it.
- It is worthwhile- but somehow it is 'just not me'.


We never move towards the goal,
The goal pulls you towards it.

MAKE THE LIST OF THE OBSTACLES AND DECIDE;

How many are REAL obstacles and how many are your beliefs.

Case1. If there are real obstacles that make it impossible, drop the outcome. It is waste to pursue now, though the situation may change tomorrow.

Case2. If there are real obstacles- but if you devote time and efforts, they can get around. If it is so, there are further two options.

Option A. you want the goal and are ready to put in time effort. If it is so; it is fine to go ahead.

Option B. if you don't, drop the outcome.

Case3. There are beliefs about yourself or other people and you don't really know whether they are true.

If it is so, then think how you can test the belief. Does the obstacle only lie inside your head? How real is it?

Once you have tested your belief, then it will fall into one of the first two cases.

OUTCOME AFFIRMATIONS

- They are belief statements.
- They need to be carefully phrased.
- Use your affirmation in positive and present continuous tense only.