
CHANGE OF PERSPECTIVE

Create 3 circles in the space where you were having that conversation: 1 where you see yourself, 1 where there is the person with the conflict and 1 for the observer.

1. Go to your position
 - Describe what do you see, hear and feel from this position?
 - How do you benefit from this this behavior? How do the other persons benefit from this behavior? In which way is this behavior impacting other people?
 - Go months or years from now: how would you think about this situation?
2. Dissociate from your position and tell me what do you see, feel? Which reflections do you have?
3. Go to the position of the person with which you have the conflict. (make the person embody into this character)
 - Tell me a bit about the person; his history, his present, challenges, fears, level of confidence, run through some meta programs to identify filters of this person
 - With these filters in mind describe what you see, hear and feel from this position?
 - **What could be the positive intent of his actions?**
 - **How can you and other people benefit from this?**
 - What can you learn from it?
4. Dissociate from your position and tell me what do you see, feel? Which reflections do you have?
5. Go to the position of the observer. (make the person embody into this character)
 - Tell me a bit about the person; his history, his present, what do you admire about him?
 - Describe what you see, hear and feel from this position?
 - How would he approach the situation?
 - Which advice will the observer give you?

6. Dissociate from your position and tell me what do you see? Which reflections do you have?
7. Go back to your position and tell me how DIFFERENTLY you see, hear and feel NOW?

PERSPECTIVES

1. Take a few moments and walk me through the perspective of the people this decision will affect. How does this change your life? What is important for them here? What can it be their fear?
2. Imagine you are at the end of your life looking back on this decision. From that perspective, what will seem most important? What will seem less important that it does now?
3. Look at this commitment from a resource perspective. Where will you take time and resources from?
4. If you say **yes** now, how likely is that will wish you had said **no** in a month?

THE PERSPECTIVE OF BALANCE

- What's going on in other areas of your life that is putting pressure and or making it more difficult to reach your goal?
- How is this decision important compared to the other areas of your life?
- What are 3 things that are going well on your life now? 3 things for which you feel grateful about?

THE PERSPECTIVE OF TIME

- If you were still doing this in 5 years' time, how would it affect you?
- What this decision will look like in 10 years' time? What will seem more important then?
- Imagine you are at your 75th birthday, looking back at your life. What would you regret about this decision? What will you be most proud of?

THE PERSPECTIVE OF OTHERS

- How is this affective your family? Friends? Work?
- If you had to make arguments against your case, what would you say?
- What would you most fear if you were the other person?

THE PERSPECTIVE OF CONFIDENCE

- If you had unlimited resources and could not fail, how would it change your perspective?
- Imagine yourself in a moment in which you felt confident, what did you hear, see feel? How did you make that decision?
- What would it look like to know the answer to this question? How did you come to know what you know?
- How will you know that you know?
- When you have been in situations like this in the past? How did you feel in the middle of it? Did you go through with total confidence or did you have doubts along the way?
- What is the worst that can happen if you pursue this?