

Keys to an Achievable Outcome



1. Stated in the positive
 - “What specifically do you want?”
2. Specify present situation
 - “Where are you now?” (Associated)
3. Specify the outcome
 - “What will you see, hear, feel etc when you have it?”
 - As if now
 - Make it Compelling
 - Insert in future. Be sure picture is dissociated
4. Specify evidence procedure –
 - “How will you know when you’ve got it?”
5. Is it congruently desirable?
 - “What will this outcome get for you or allow you to do?”
6. Is it self-initiated and self-maintained?
 - Is it only for you?
7. Is it appropriately contextualized?
 - “Where, when, how and with who do you want it?”
8. What resources do you need?
 - “What do you have now and what do you need to get your outcome?”
9. Is it ecological?
 - “For what purpose do you want this?”
 - “What will you gain or lose if you have it?”

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- What will happen if you get it?
 - What won’t happen if you get it?
 - What will happen if you don’t get it?
 - What won’t happen if you don’t get it?