

Well-formed outcomes

Helen Warner

Purpose

Problem thinking can help individuals stay stuck, so here is an easy strategy to think more positively about the outcome you would like to achieve.

Description

Think of the situation using an *outcome frame* rather than a *problem frame* as it is easier to move towards something than away from what you don't want. The outcome needs to be reasonably within your control. If it relies on the actions of others, then concentrate on how to elicit the right response.

Process

Consider the questions below:

- *What do I want?*
 - As specifically as you can. If big, break down into smaller, easier to achieve outcomes.
 - What will stop me from achieving this? This will highlight the obstacles which you need to change to outcomes.
- *How will I know when I have got it?*
 - What will you see, hear and feel? You may set a timeframe.

- *How will I start and maintain the project?*

Positive: think of what you want rather than what you don't want.

Own part: think of what you'll actively do that's within your control.

Specific: imagine the outcome as specifically as you can.

Evidence: think of the sensory-based evidence when you have got there.

Resources: do you have adequate resources/choices to get the desired outcome?

Size: is the outcome the right size?

Pitfalls

None.

Bibliography

O'Connor, J. and Seymour, J. (1990) *Introducing NLP: Psychological Skills for Understanding and Influencing People*, London: HarperCollins.