

Clearing Planner



<p><u>What is the issue?</u></p> <p>I say:</p> <p>He/she/they say:</p>	<p><u>What is my level of trust?</u></p> <table border="0"> <tr> <td>Clarify Expectations</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> <tr> <td>Share Information</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> <tr> <td>Allow Influence</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> <tr> <td>Reduce Controls</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> <tr> <td>Meet Expectations</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> </table> <p>How can I increase my trust?</p>	Clarify Expectations	Hi	Med	Lo	Share Information	Hi	Med	Lo	Allow Influence	Hi	Med	Lo	Reduce Controls	Hi	Med	Lo	Meet Expectations	Hi	Med	Lo	<p><u>His/her/their trust me?</u></p> <table border="0"> <tr> <td>Clarify Expectations</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> <tr> <td>Share Information</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> <tr> <td>Allow Influence</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> <tr> <td>Reduce Controls</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> <tr> <td>Meet Expectations</td> <td>Hi</td> <td>Med</td> <td>Lo</td> </tr> </table> <p>How can I increase their trust?</p>	Clarify Expectations	Hi	Med	Lo	Share Information	Hi	Med	Lo	Allow Influence	Hi	Med	Lo	Reduce Controls	Hi	Med	Lo	Meet Expectations	Hi	Med	Lo
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<p><u>What is the desired outcome?</u></p>	<p>THE Question: <u>What did I do to contribute to this issue/situation?</u></p>	<p><u>What is my intent? Is it helpful?</u></p> <ul style="list-style-type: none"> • Prove I am right • Make this talk as short as possible • To take responsibility • To get you to take responsibility • To fix something (maybe you) • Other: 																																								
<p><u>What is unarguable vs my story?</u></p>	<p><u>What's working which we can build upon?</u></p>	<p><u>Who has decision rights?</u></p> <p>Voice: Vote: Veto:</p> <p>Do we agree?</p>																																								
<p><u>What happens if I/we do nothing?</u></p>	<p><u>What must I ask/do to ensure I understand his/her/their point of view?</u></p>	<p><u>How will I begin the conversation?</u></p>																																								