



Checklist 3: Motivation

Below is a checklist to help you gauge what aspects of motivational understanding you've mastered and which areas you aim to develop further:

Identifying the Underlying Motivation in Your Conversation Partner's Behavior:

- Be adept at discerning the potential motivation behind someone's actions;
- Openly address the motivation you infer;
- After shifting your perspective to consider their motivation, engage in a dialogue to understand the other person's viewpoint fully;
- Explore how someone with the same motivation might exhibit different behaviors;

Delving Into the Other Person's Pain:

- Probe further into what the other person is striving to avoid, the risks they perceive, or the pain they wish to eliminate;
- Invest time to thoroughly inquire about areas of pain, fear, or risk.

Encouraging Autonomy with a "No" Response:

- Ask questions in a manner that allows the other person to feel complete autonomy, even to the point of saying "no".
- Prepare an alternative approach to smoothly handle a rejection from the other person.
- Maintain the ability to continue questioning, unphased, when faced with a "no" response.