

## PROBLEMS VS. OUTCOMES

### OUTCOME FRAME

1. What do you want to stop or avoid?
2. What is the opposite of the problem?
3. What do you want ?
4. What qualities do you already have to help you achieve this outcome?
5. Who is someone that has more of the qualities you need to achieve this outcome?
6. How will you know when you have got it? (be specific, what will you see, hear,feel?)
7. What is something similar which you did succeed in doing ?
8. What is your next step?