

DIRECT

# Clarifying Intentions



Clarifying intentions is one of the Direct style behaviors in the Sphere of Influence 360°.

Sometimes people will ask you why a certain approach, action, or goal is meaningful to you. In these cases, they would like to know the intention behind your proposal - perhaps your initial answer is not enough. You may notice from your conversation partners' non-verbal cues that they don't understand your point or people may simply continue asking why you have a certain intention.

At times like these, there's no harm in having an answer ready to clarify your intentions.



“Our intention  
creates our reality.”





- Wayne Dyer

## Exercise: Be mindful of your intentions

Train yourself to be more aware of the underlying reasons for your intentions. In this exercise, we assume you already have good insight into your motives. If you want to gain further insight into them first, we recommend starting with the Indicating intentions exercise.

If you are already clear about your intentions, but you could use some help expanding on them, follow the steps below.

**Step 1:** Choose 4 moments throughout the day to reflect, and set a timer for each reflection.

Moments I choose to reflect on my intentions:			
			
1: .....	2: .....	3: .....	4: .....


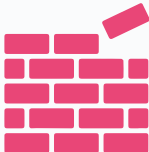
**Step 2:** During these moments, review what you hope to accomplish from your current task or actions. Write this down table below, using the first, blank right-hand column:

- "I am doing this because I want to achieve..."


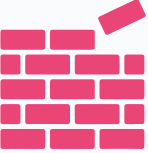
Then start to elaborate. You can use the following questions to do this:


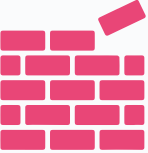
- Why is this important to me?
- What have I seen/heard/experienced that makes me want to accomplish this?
- What are the disadvantages if we don't get started with this?
- What are the benefits if we do get started with this?



Write down your answers in the lower right column of the table.

1 I do this because I want to achieve:	
	
Reasons why I would like to achieve this goal:	
	

Repeat the exercise 3 more times during the remaining moments.

2 I do this because I want to achieve:	
	
Reasons why I would like to achieve this goal:	
	

3 I do this because I want to achieve:	
	
Reasons why I would like to achieve this goal:	
	

4 I do this because I want to achieve:	
	
Reasons why I would like to achieve this goal:	
	

## Evaluation:

How did your attempt to clarify your intentions work out?



1



2



3



4



5

What did you learn? What insights did you gain?

What went well? What would you repeat?

What can you do to improve your performance?

What is your next step?