

DIRECT

Indicating Intentions



Indicating intentions is one of the behaviors that is part of the Direct style of the Sphere of Influence 360°.

If we have a clear result or goal in mind we sometimes forget what drove us to this result or goal in the first place. What the reason was that we became enthusiastic about it or felt the need to work towards this result or goal. What made us nurture it or share it with others.



When you share your intentions with your colleagues and coworkers you:

- Offer them transparency,
- Make it easier to get everyone rowing in the same direction, and
- Provide information that is essential when people meet obstacles and need to adjust the way they have to reach the result or goal.

“Energy flows where intention goes.”

- Taneo Sands Kumalae



Exercise 1: Find out your intentions

Intentions are often related to the results or goals you want to reach. In this exercise we ask you to write down 3 results or goals you have for today or for the upcoming week. Finish the sentence in the table:

- **“The result or goal I want to, or need to achieve is...”**


The second step is to indicate the reason you want to or have to successfully reach this goal. Finish the sentence that is in the table:

- **“The reason I want to, or have to achieve this result or goal is...”**

Goal 1	The result or goal I want to or need to achieve is:
	
Intention	The reason I want to or have to achieve this result or goal is:
	
Goal 2	The result or goal I want to or need to achieve is:
	
Intention	The reason I want to or have to achieve this result or goal is:
	
Goal 3	The result or goal I want to or need to achieve is:
	
Intention	The reason I want to or have to achieve this result or goal is:
	

Exercise 2: Express your intentions

The next time you introduce the result or goal you want or need to reach, make sure you also express the intention why you want or need to reach that goal to your colleagues or coworkers. Use the intentions that you wrote down in the previous exercise.



**“The reason I
want to / need to
reach this result
or goal is...”**

Evaluation:

How did your attempt to write down your result or goals and express your intentions work out?



1



2



3



4



5

What did you learn? What insights did you gain?

What went successful? What would you do the same again?

What can you do to improve your performance?

What is your next step?