Thinking for Results
Filter card
Instructions

If you attended a presentation by Randy Park you likely received a card like the one below. (If you didn't, and you'd like one, just send us your address.) The card is designed to remind you to regularly examine your decisions and your filter to keep your thinking in top shape. It covers many of the key concepts of Thinking for Results in a small space, so this document provides some background information and explanation. If you ever have any questions, please feel free to contact Randy at rp@ThinkingforResults.com.

BACK

Assessing My Results

What did I do that contributed?
Why did I decide to do that?
How did my filter affect this choice?
Did my filter hold me back?
Was someone else involved?
Was their filter the same as mine?
How did I *feel* about the situation?
Would I like to repeat this result?

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Better Results Tomorrow

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FRONT

Thinking for Results™

1. Check Your Filter

2. Think It Through

3. Then What Happens?

What do I know *for sure*?
How do others see it?
Have I examined
all important scenarios?

Odds are... Dig deeper... *Act!*

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INSIDE

Analysis of My Filter
(assumptions, beliefs, experiences)

When is this aspect helpful?
When might this aspect limit me?
Where does this come from?
What modifications could I make?
What modifications *will* I make?
How will the modifications affect my results?
Are my actions consistent with this aspect of my filter?
Is my analysis accurate?

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Components of My Filter

The questions we ask determine the results we achieve.

Thinking for Results™

1. Check Your Filter
2. Think It Through
3. Then What Happens?

What do I know *for sure*?

How do others see it?

Have I examined all important scenarios?

Odds are... Dig deeper... *Act!*

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The three principle steps in the Thinking for Results model

1. Check Your Filter: how are your assumptions, beliefs, experiences affecting the information you are considering?

2. Think It Through: are you falling into any thinking traps, i.e. The Prediction Trap where you extrapolate from the past?

3. Then What Happens: if I act on this decision or conclusion, what are the consequences?

The key question from the "Think About It!" worksheet: This helps identify assumptions when planning for the future or when stuck on a problem

If others are involved, what can I learn from them? If I am trying to influence them, am I presenting my case in a way that gets through their filter?

Don't ignore events or outcomes that may seem unlikely, but that could have significant consequences (think insurance)

Odds are: Very few things are totally certain; remember to consider the probabilities
Dig deeper: Looking past the obvious can lead to important information
Act!: Look before you leap, but don't forget you need to take action to get results

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This series of questions helps you identify the different aspects of your filter

By asking them about any decision you make, large or small, frequent or infrequent, whether the results you got were ones you liked or not, you can understand how aspects of your filter affect your decisions.
You can look at a strategic decision, an interaction with someone, a marketing program, a hiring decision...
The more often you do this analysis, the easier it will be to see patterns and identify different aspects of your filter.
When you do identify a belief, assumption, or experience that filters your results, write it down on the inside page.
(It can be helpful to write in pencil, because sometimes you will discover slightly better ways of wording the description.)

Assessing My Results

What did I do that contributed?

Why did I decide to do that?

How did my filter affect this choice?

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Was someone else involved?

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What in your decision and actions (or inactions) contributed to this outcome?

What was your thought process?

When you work back through the logic of your decision, what assumptions, beliefs, experiences filtered the information that you considered?

Either directly, or possibly indirectly (i.e. what would my mother think?)

If someone else influenced you, was their filter different? How did this difference affect your decision?

Our filters come from both logical and emotional experiences. Often the emotional ones are more entrenched.

If not, is there an aspect of my filter I need to change?

Components of My Filter

By keeping track of aspects of your filter that you discover, you can improve your decision making and increase the likelihood of achieving your goals. Since your filters are a part of your thinking in every decision you make, something you identify in one area of your life will apply to other areas as well.

Now that you have identified some aspects of your filter, you can decide whether they are helping you achieve the result you want. This last set of questions helps you with the analysis.

Analysis of My Filter

(assumptions, beliefs, experiences)

When is this aspect helpful?

When might this aspect limit me?

Where does this come from?

What modifications could I make?

What modifications *will* I make?

How will the modifications affect my results?

Are my actions consistent with this aspect of my filter?

Is my analysis accurate?

It is almost always true that a belief or assumption that has become part of your filter works for you in many situations .

The same helpful belief or assumption can hinder your thinking if it blocks information that is important, new, or changed since the belief was established.

Was this your own experience? Is it still true? Did it come from someone else? Was their assessment accurate?

If this aspect of your filter impedes your progress, how could you modify it to be more effective?

Historically you have had some benefit from this aspect of your filter, so it will be a challenge to change it (like breaking a habit.) How committed are you to change?

This is your motivation for change.

Look at what you are actually doing, since that is a reflection of your true filter.

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