

## **Mindsets for Success**

1. Respect for other people's models of the world and the realization that your reality is simply a model as well.
2. People are not their behaviors. (Accept the person; change the behavior.)
3. Everyone is doing the best they can with the resources they have available. (Behavior is adaptable, and the current behavior is the best choice available. Every behavior is motivated by a positive intent.)
4. The map is not the Territory. (The words we use are NOT the event or the item they represent.)
5. You are in charge of your mind, and therefore your results (and I am also in charge of my mind and therefore my results).
6. People have all the Resources they need to succeed and to achieve their desired outcomes. (There are no unresourceful people, only unresourceful states.)
7. There is Only feedback! (There is no failure, only feedback.)
8. The meaning of communication is the Response you get.
9. The Law of Requisite Variety: (The system/person with the most behavioral flexibility controls the system.)