



Creating Compelling Goals

"Begin with the end in Mind"

Paul Jacobs

Just imagine if there was a strategy that could always ensure you reached your goals, objectives and outcomes.

What do you want is one of the most basic questions you can ask yourself. It may even be the ultimate question. Everything you do has a purpose, whether you are aware of it or not. Being clear about what you want in the short term then making it real is the key to taking control of your life.

New Oceans POWEERR well-formed outcome strategy provides you with a set of questions that when you follow will enable you to create and achieve compelling goals.

POSITIVE: What do you want? Make sure your outcome is positive; that is, expressed as moving towards some desired goal. If instead it is just moving away from something undesirable, ask yourself; What would do you want instead? What larger outcome is this part of?

OWNERSHIP: What do You have to do? For a outcome to be realistic, YOU need to be able to act directly to achieve it and take responsibility for the outcome. What can you do directly to achieve your outcome? If your outcome dependent on others, what do YOU need to do to make them positively want to help you achieve your outcome?

WHAT SPECIFICALLY: What, where, when and with whom do you want this? Make the outcome as specific as you can. Choose the places and situations you want your outcome, and the people involved. Also choose where you would not want it.

EVIDENCE: How will You know when you have achieved this? Unless you are clear about your evidence, you will never know if you have achieved your outcome. The evidence will be through your five senses. What exactly

will you see, hear and feel when you have achieved your outcome? What will other people see, hear and feel when you have achieved your outcome?

ECOLOGY: What are the consequences of achieving this? When you achieve your outcome there will be consequences for yourself and others in many areas of your life. There may be new opportunities and challenges. You may need to make new choices. Think of what else could happen as a result of achieving your outcome. Who else is affected and how will they feel? What are the consequences for others?

What will you have to give up by getting this? You are probably doing things currently that will prevent or hinder your progress towards this outcome. Think not only of possessions, but also of relationships and behaviours.

Think about the positive by-product of your PRESENT behaviour. (What do you get out of what you do now?) Consider how you might keep these benefits and incorporate them into the changes you are proposing.

Ask yourself: "What will happen if I do achieve the outcome? What will happen if I do not achieve the outcome? What won't happen if I achieve the outcome? What won't happen if I don't achieve the outcome?"

RESOURCES: What resources will help you achieve this? You have many resources that you can draw on, both external and more important inner resources. Think of your inner resources, personal qualities, skills and abilities, and previous positive experiences that will help you achieve this outcome. What others might you develop that would help you? What time and effort are required to achieve this? Who do you know that can help? What role models do you have?

ROUTE: What is your route plan?

You have taken a significant step already towards achieving your outcome. Now you need to act. Outline your action plan. HOW will you achieve this outcome? Start with something you can do right now. Make the plan as detailed as you wish, and be prepared to change if it is necessary.

Diary & Events



For more information see our
Web: www.new-oceans.co.uk

January 2002

- 23 NLP-in-Education Introduction workshop - Hexton, Herts
- 24 Healing Learning Difficulties with NLP - Hexton, Herts
- 30 NLP & Non-Verbal Classroom Mgt - Hexton, Herts
- 31 NLP & Accelerated Learning - Hexton, Herts

Contact Paul at New Oceans for more details on workshops 01727 869782

February

5 Healing Learning Difficulties with NLP - Coventry

27/28, Mar 20/21 4-day NLP Diploma for Teachers & Educators - Hexton, Herts

March

6/7, Apr 10/11 4-day NLP Diploma for SEN Teachers & Educators - Hexton, Herts