





The questions we ask determine the results we achieve.

**The three principle steps in the Thinking for Results model**

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

- 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?

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

- 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... Dig deeper... Act!

- 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?

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

Why did I decide to do that?

What was your thought process?

How did my filter affect this choice?

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

Did my filter hold me back?

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

Was someone else involved?

Was their filter the same as mine?

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

How did I *feel* about the situation?

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

Would I like to repeat this result?

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

*Better Decisions Today,  
 Better Results Tomorrow*

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