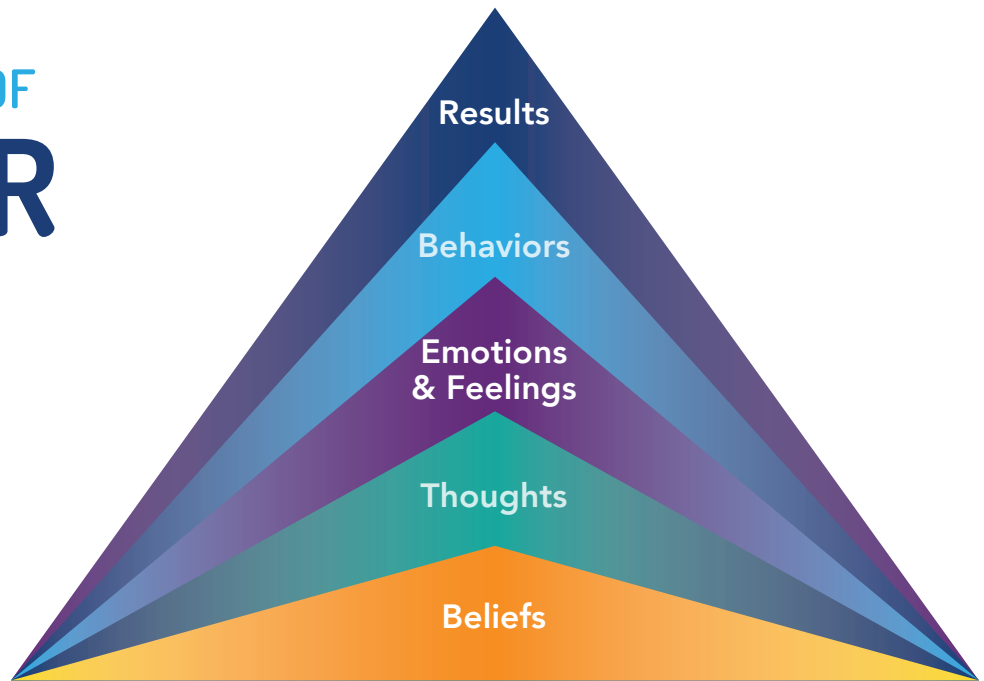


THE PYRAMID OF POWER

OUR BEHAVIOR IS DRIVEN BY OUR BELIEFS



WHY? Why? WHY?

DISCOVER THE ROOT CAUSE OF BEHAVIOR

THE PROCESS



WHY WHY WHY PROCESS

6 STEPS TO CHANGE UNWANTED BEHAVIORS

STEP 1

Write down a specific situation where unwanted behavior emerged.

STEP 2

Ask yourself why: Why did I behave this way?

STEP 3

Was that really what caused me to react this way?

STEP 4

If that was not why, then why was it?

STEP 5

Continue unpeeling the onion by repeating steps 3 and 4, as needed.

STEP 6

Ask yourself, is this belief serving me? If not, what other belief will allow me to have my desired impact.
