



The source of results

Working backwards to discover the source of results we can see the following:

- Actions are sourced by our thinking.
- Thinking (including analysis) is informed by our perspectives, perceptions, and mindsets.
- Thus, mindset and thinking are the source of our actions and results.

Mindset is a choice

- “Mindset” – attitude, frame of mind, paradigm, “spirit of...” Mindsets are like a framework of thought and belief from which actions arise.
- We choose our mindset, consciously or unconsciously. We have a “default setting.”
- There is no inherent value in a particular mindset. Mindsets are not inherently good or bad. Any mindset produces results.
- Any paradigm can be chosen or traded for another paradigm.
- Any paradigm can be copied or emulated. Your mindset can create the possibility of that mindset in others.

Above and Below the line

Generative - “At cause”

What is inside me defines what is possible and who I am. I choose. I “be” in a generative orientation that sources my doing certain actions that create the results I want to have.

- Advocating
- Awakening
- Bold
- Creative
- Curious
- Determined
- Encouraging
- Supporting
- Persistent

Survival - “At Effect”

Things outside of me define what is possible and who I am. I presume that if I have certain things, I can do certain things and then I can be the person I want to be.

- Accepting
- Avoiding
- Compliant
- Cautious
- Dominating
- Passive
- Supporting
- Persistent