

Choice Map™

We choose moment by moment



START

Choose

Learner Mindset
Judger Mindset

React



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- What's possible?
- What are my choices?
- What's best to do now?

LEARNER

- Thoughtful Choices
- Solution Focused
- Win-Win Relating

- What assumptions am I making?
- What are the facts?

- What are they thinking, feeling and wanting?
- Am I being responsible?

- What happened?
- What do I want – for both myself and others?
- What can I learn?

SWITCH
Ask Learner Questions to Avoid Judger Pit

Switching Lane

Whose fault is it?

- What's wrong with me?
- What's wrong with them?

- Why am I such a failure?
- Why are they so stupid?
- Why bother?

JUDGER

- Automatic Reactions
- Blame Focused
- Win-Lose Relating

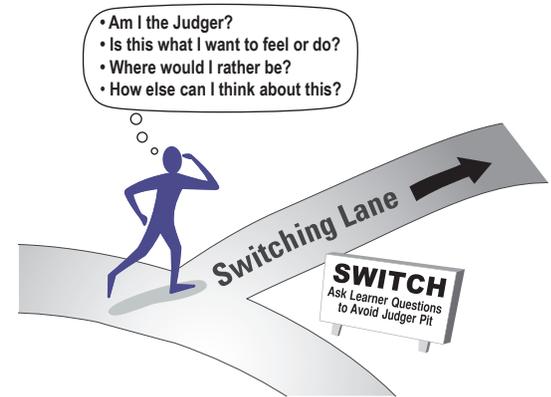
JUDGER PIT

How to Use the Choice Map™

Imagine that's *you* standing on the START arrow at the crossroads on the Choice Map. Something has just happened; now you have to do something about it—like solve a problem or make a decision. Maybe it's about your business, team, colleagues, or customers. Maybe it's with family or friends. Or it could be about your health, finances, or plans and goals for the future.

Here's an experiment for *applying* the Choice Map in your own life, using that situation. First ask Judger questions (like those below) and notice how they affect your mood and confidence. Now, take a deep breath, and ask yourself Switching questions (like those below). Finally, ask yourself Learner questions (like those below).

What is your experience now when you think about that situation? How did Learner questions affect your mood and confidence? What solutions and possibilities are now available to you?



Use the Choice Map™ as a powerful tool for getting better results. It's simple and it works!

Judger Questions* include:

- What's wrong with me?
- What's wrong with them?
- Whose fault is it?
- Why doesn't anything ever work for me?
- Why is everyone so stupid and annoying?
- Why bother?

Results of Judger Questions:

- A mood of pessimism, negativity and stress
- Mindset: judgmental, reactive, critical, inflexible
- Relating: win-lose, "defensive or aggressive" thinking and behaviors

Switching Questions include:

- Am I in Judger?
- Is this what I want to be feeling (or doing)?
- What would I rather be feeling (or doing)?
- What could happen if nothing changes?
- How else can I think about this?
- Am I willing to switch?

Learner Questions* include:

- What do I want? What are my goals?
- What works? What can I learn?
- What are the facts? What am I assuming?
- What are my best choices?
- What action steps make the best sense?
- What's possible?

Results of Learner Questions:

- A mood of optimism, hope and possibilities
- Mindset: thoughtful, appreciative, curious, creative, flexible
- Relating: win-win, connected, collaborative

*** We all ask both kinds of questions and we all have the capacity to choose which ones to ask - moment by moment by moment.**

Visit our website to learn more about the Choice Map. It's from the best-selling book, *Change Your Questions, Change Your Life: 10 Powerful Tools for Life and Work* and is also featured in *Teaching that Changes Lives: 12 Mindset Tools for Igniting the Love of Learning*, both by Marilee Adams, Ph.D. The website has free resources

as well as offerings such as Workshops, Consulting, Executive Coaching, e-Learning, Keynotes, and Q-Storming® Sessions that can make a positive difference for you and others—at work and in life.

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