

LEARNING TO USE THE OUTCOME BY DESIGN TOOL

Part 1 What Happens Automatically?



Use the following guide to fill out Part 1 of the Outcome by Design.

CIRCUMSTANCES

Describe the circumstance. Describe the facts without interpretation.

I had an awful day is an interpretation of the facts. *I lost two clients today* is a lot closer to a factual description of the circumstances. *I had an awful day* belongs in the THOUGHTS section of this worksheet.

THOUGHTS

List your thoughts. Not the *positive* thoughts that you use to counter your *negative* thoughts. List the thoughts that create your discomfort; the thoughts you think before you compensate for them.

To identify those thoughts, answer these questions:

- What should or shouldn't be?
- What are you afraid will happen?
- Who or what is to blame for how things are now?
- What do you make it mean that it is going this way?
- What is your story about the circumstance?

BELIEFS

What do you believe? Now that you have identified your thoughts, ask yourself, "What must I believe to be true that I have these thoughts?" Consider that we only think thoughts that support what we have decided is true. What belief or beliefs, what view, what perspective is supported by these thoughts?

For example, if the thought is, *I can't handle this* the belief might be

I am weak, or
 I am not capable, or
 I'm not enough, or
 I don't handle life well, or
 I can't trust myself to do the right thing, or
 I have to handle this.

Don't spend too much time with this. Don't get stuck here. If you can't identify the belief now, it may show up the next time you use this tool or later in this process. Identifying the belief is not required for this tool to work. If you are stuck, move on to the next section, FEELINGS.

PART 1 Outcome by Design**What happens automatically?**

Circumstances Describe the circumstances as facts without interpretation.

Thoughts What thoughts do you think about the circumstance?

Beliefs What do you believe that has you thinking what you think about the circumstance? (*What beliefs do your thoughts validate or prove?*)

Feelings Describe your emotions, body sensations and energy level when you believe these thoughts in this circumstance.

Actions What do you do and what do you avoid when you feel and think this way in this circumstance?

Outcome How does this all work out? What outcome is created by your reaction to the circumstance?

Outcome by Design Instructions

In Part 1, *What Happens Automatically*, you looked at what happens when you view the circumstance through the **lens of your story** about it (your thoughts and beliefs about the circumstance). From this perspective, it seems that we are at the effect of the circumstances. You are probably in the habit of trying to change or mitigate circumstances, believing that circumstances are responsible for how you feel, what you do, and what you get. As Byron Katie says, this is hopeless.

Your *story* about a circumstance is what you think, what you believe and how you interpret that circumstance

Part 2 Design the Outcome You Want



Now you will learn how to create the outcome that you want. Use the following guide to fill out Part 2 of the Outcome by Design worksheet.

OUTCOME

What result or outcome do you want? For now, please let go of *how* you will get this result. Considering the circumstance and the outcome that you described in Part 1, how would you *like* it to go instead? What result would you really like to experience?

I want him to stop drinking, or I want her to love me are results you have no control over. Be sure to describe results that you want to experience for yourself. Then look at the Power Center at the back of this workbook. Is this result within your Power Center circle? If not, describe a result that can be achieved from within your Power Center circle. Rather *than I want him to stop drinking*, what outcome do you hope this will produce for you? Peace? Intimacy? Security? Closeness? Connection? Companionship? Rather *than I want her to love me*, what outcome do you think this will produce? Feeling loved? Security? Validation? Peace? Connectedness?

ACTIONS

What actions would you need to take to get your desired outcome? Now it's time to think about how to create the result that you want. Mentally, take a few steps back and let this be non-personal. In other words, what would anyone trying to produce this outcome need to do or stop doing? It's important to view the results that you want from a detached perspective. By taking a fresh look at what actions might be required to achieve the desired result, you may gain access to ideas outside of the box that houses the thoughts you automatically think.

If you are stuck, ask someone who has no knowledge of your problem for help. Don't tell them the story of what caused the disappointing result you described in Part 1. A good request for help might sound like, "If you were trying to (name the result you are trying to produce), what would you do?"

To identify the actions that would produce the result you want, keep it simple. Use your imagination and logic. What would anyone do to get the result you want?

Outcome by Design Instructions

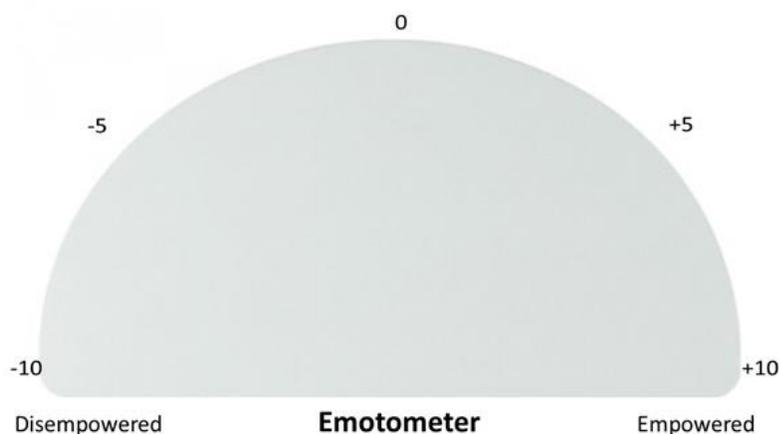
(ACTIONS, continued)

For example, if the result you want is a good night's sleep, some actions might be to go to bed early, to meditate, or to read a comforting and positive book before going to bed. It might be to move the TV out of the bedroom or to stop drinking coffee earlier in the day. And if you don't have any ideas about how to get the result you want, the actions might be to ask someone for help identifying the actions or to do some research.

If you took these actions (even though you may not feel willing or able to do so now) would you get the results that you want to produce? If not, what is missing? Don't move on until you are convinced that the actions you have identified will produce the outcome you desire.

FEELINGS

How would you have to feel to take the actions you just identified? Feelings motivate or impede actions. Use the Emotometer again. What level of Personal Empowerment would motivate you to take those actions?



Trying to take actions when you are disempowered won't work. You may be able to take the actions for a brief time using force and will. But this is not sustainable because you have a limited amount of energy to expend. Using willpower and force burns up a lot of energy.

Once you identify the feelings that would motivate you, ask yourself, "If I feel this way will I take the actions?" If not, identify how you must to feel to take actions to produce the results you want. Don't move to the next step until you are confident that you have identified feelings that will provide enough fuel for the actions you will need to take.

THOUGHTS

What thoughts would you need to think to feel the feelings you just identified? What thoughts would make you feel inspired and motivated to take the actions that would produce the results that you want?

What thoughts feel inspiring and motivating? Look at each feeling you identified. Be sure to find thoughts that would generate those feelings. Use believable thoughts that your subconscious can accept.

Outcome by Design Instructions

(THOUGHTS, continued)

Then check it out. If you thought these thoughts would you feel the feelings you identified? If not, continue to rework this section until you are convinced that the thoughts you have identified will produce the necessary feelings.

PRACTICE AND TRAINING

Design a structure and begin to practice these thoughts to form new thought habits.

What practice would turn these new thoughts into habits and form a new belief? Be sure to build in support, structure and accountability.

“At one point, we all consciously decided how much to eat and what to focus on when we got to the office, how often to have a drink or when to go for a jog. Then we stopped making a choice, and the behavior became automatic. It’s a natural consequence of our neurology. And by understanding how it happens, you can rebuild those patterns in whichever way you choose.”

Charles Duhigg, The Power of Habit

A habit is the result of the brain recognizing a pattern and efficiently making the pattern a function of the subconscious. Once you have formed a new thought habit, the new thoughts will be automatic. If you have designed thoughts that will produce feelings that will inspire the right actions, you will produce the desired results – automatically. This is how to form a new belief, and this is how to get new results.

When a thought becomes a habit, you think it automatically

To form these new thought habits; to make thoughts automatic, you will need to practice thinking these thoughts repeatedly until your brain recognizes the pattern and makes thinking these thoughts a habit.

When you try to form a new habit, your current automatic thinking will resist. Have you ever changed jobs and found yourself driving to the old workplace? Or moved to a new house and caught yourself driving to the old one? When you try to change, you will feel uncomfortable. Your brain will interpret the discomfort as a problem and will resist the change. That is why you must design your practice to train consistently and build in enough structure, support and accountability to overcome the expected and very normal resistance and discomfort.

When you notice this resistance, don’t make it mean that there is anything wrong. In fact, something would be wrong if you *didn’t* feel resistance from time to time. Your brain is just doing what it’s supposed to do. It’s resisting the unfamiliar until it recognizes the new pattern and makes it a new habit (a new belief). So, the resistance is a good sign that you are on your way to making the necessary changes to getting the results you want.

PART 2 Outcome by Design Design the Outcome you Want

Outcome What Outcome do you want to create?

Actions What Actions would you have to take to produce this outcome? *Don't move to feelings until you are confident that you have identified actions that will create the outcome you want.*

Feelings What would you have to feel to take these actions? *Don't move to thoughts until you are confident that you have identified feelings that will provide the motivation to take the necessary actions.*

Thoughts What would you have to think to feel these feelings? *Don't move to Practice and Training until you are confident that you have identified thoughts that will trigger the needed feelings.*

Practice and Training What practice would make these new thoughts habits and form a new belief? Be sure to build in support, structure and accountability.

- Set an alarm to remind yourself to reinforce these new thoughts by reciting them, one at a time and looking for ways that they are true.
- Post these new thoughts on your bathroom mirror and on the dashboard of your car so that you see them often,
- Record your own voice as you speak the new thoughts slowly, allowing yourself to find present time examples of how they are true. Then listen to the recording every day until the new thoughts become habits.
- Enlist help and accountability so that someone in your life knows what you are up to, supports your success, and is willing to ask you from time to time if you are keeping your commitment to form the new habit.
- Use The Work of Byron Katie for 10 – 20 minutes every day to challenge the thoughts that create the outcome that you *don't* want. You will find these thoughts listed in the Thoughts and Beliefs section of Part 1.