

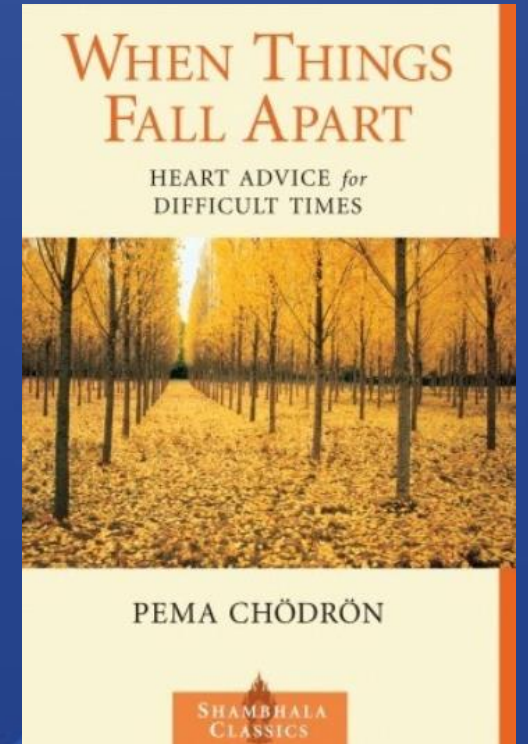
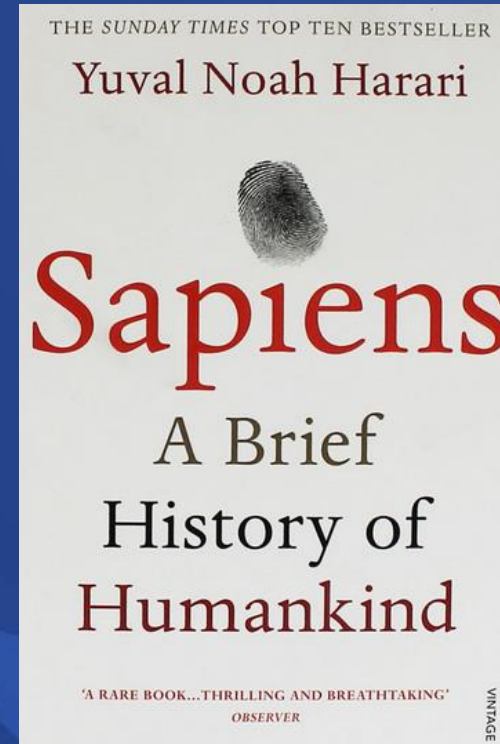
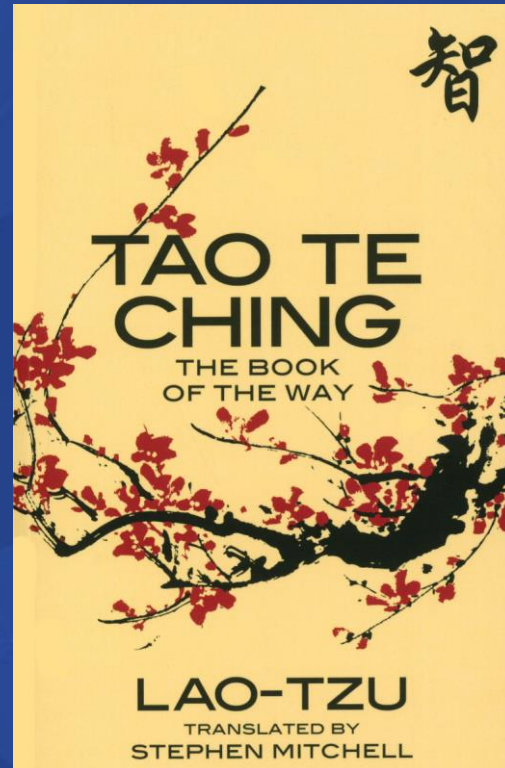
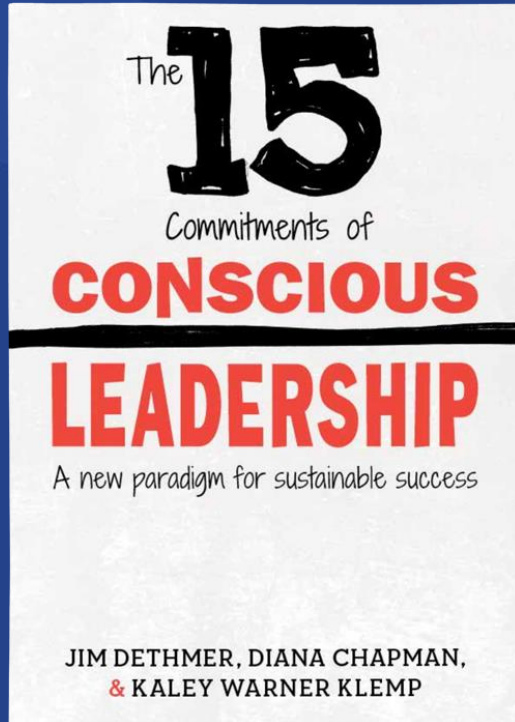


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SAN DIEGO

Know Thyself . . . At Work

Your Guide: Grant Zemont



Was Today's Rain Storm Good or Bad?



FACT

That which is unarguable

What a video camera would
have recorded

Objective

Black and White

Reality

STORY

That which is arguable

Opinions

Judgements

Interpretations

Assumptions

FACT	STORY
Quarterly sales are down 5%	The sales team isn't doing their job
I wasn't invited out to drinks after work	My team doesn't like me or value my input
A coworker sent an email answering a question	Their email was short and to the point, which means they are mad at me
A coworker came 15 minutes late to my meeting	My coworker doesn't respect me or my time
Nobody likes the New England Patriots anymore except people from Boston	Nobody likes the New England Patriots anymore except people from Boston



Approval

Control

Security

FACT	STORY	WANT
Quarterly sales are down 5%	The sales team isn't doing their job	?
I wasn't invited out to drinks after work	My team doesn't like me or value my input	Approval
A coworker sent an email answering a question	Their email was short and to the point, which means they are mad at me	?
A coworker came 15 minutes late to my meeting	My coworker doesn't respect me or my time	?
Nobody likes the New England Patriots anymore except people from Boston	Nobody likes the New England Patriots anymore except people from Boston	?



What do you do to re-center or help yourself see the nature of things as opposed to the story?

Questions?



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SAN DIEGO

Let Rego be your guide.

Thank You For Attending regoUniversity

Instructions for PMI credits

- Access your account at pmi.org
- Click on **Certifications**
- Click on **Maintain My Certification**
- Click on **Visit CCR's** button under the **Report PDU's**
- Click on **Report PDU's**
- Click on **Course or Training**
- Class Name = **regoUniversity**
- Course Number = **Session Number**
- Date Started = **Today's Date**
- Date Completed = **Today's Date**
- Hours Completed = **1 PDU per hour of class time**
- Training classes = **Technical**
- Click on **I agree** and **Submit**



Let us know how we can improve!
Don't forget to fill out the class survey.



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