ABCD's OF THE CHANGE PROCESS

Are they kidding?
They must be kidding!
They are not kidding!
What do they think they are doing?
Do they know what they are doing?

We can do it this way.
This will work with . . .
This will transform . . .
Lets meet with . . .
This has great value!

Astonishment

 backtrack

Development

Challenge

Nuts! Not in my lifetime!
No way I'm part of this.
I can't do this--no time.
Impossible! Nonsense!
Been there-Done that-Won't work.

Well, interesting idea.
Some merit here.
Seems doable.
This could have value.
I can work with this.

Authority - Brevity - Clarity - Dignity - Encourage - Function

Opinions and feelings are frequently a personal triumph over good thinking.
You define reality by what you know, what you believe, and what you do about it.