

THE FRAME: What We See Is What We Get

The Frame: How we **SEE** something influences how we **FEEL**.
How we **FEEL** influences what we **DO**.
What we **DO** influences what we **GET**.
What we **GET** reinforces how we **SEE**.

1. When what we are feeling is real, we think that what we are seeing is _____.

2. When not getting what we want to be getting:

Bottom 80s:

Top 20s:

1. Change nothing.
2. Change what we do.
3. **Blame:** Gets activated by our **need to be right.**

Get **Curious:** Change how we see it.

3. How do we operate when we are: Right Curious

4. Three Rights:

Bottom 80: R = R When I think I am right, I am RIGHT. →

Top 20: R = W When I think I am right, I am WRONG.
I just don't know what I'm wrong about YET. →

Top 20: R = R+ When I think I am right, I am RIGHT (correct)
but not complete. There is more that I don't see. →

5. Four Ways to See More or Differently:

- A. Create a crisis.
- B. Ask someone else how he/she sees it.
- C. Change roles.
- D. Say "Maybe."

6. Two Paths:

Top 20

Bottom 80

We are blind.
We know it.
We are curious.
We are responsible.
We maintain our power.
We make a difference.

We are blind.
We don't know it.
We blame.
We are victim.
We give up power.
We are stuck in yuck.

7. What's a situation in which I am not getting what I want to be getting?

A. How do I see it?

B. What do I feel? Do I have a need to be right?

C. What am I doing? Am I blaming? Am I being curious?

D. What am I getting?

ReFrame: How might I see this differently?