

## The Compass

### Well Formed Outcome - By Andy Hunt

The purpose of this process is to allow you to experience the different parts of the well formed outcome process in a physical way. **It is an alternative process for a well formed outcome.**

1. Mark out five positions on the floor in the shape of a cross to represent the centre and the cardinal points of the compass make each point a short step away from the centre. Make sure there is enough space ahead of you to be able to walk forward 'off' the compass.

Centre: Positive statement of the outcome.

North: A full representation of the desired outcome.

East: The context in which you want to achieve this outcome.

South: The positive by products of the status quo, the things you will loose if you achieve your outcome

West: The resources at your disposal to achieve your outcome and whether the outcome is under your control.

2. Step into the centre of the compass and state your outcome in positive terms, as you develop the various aspects of your outcome you will return to this spot to add in new learnings and perspectives.

3. Step forward onto the 'North' marker. Imagine being in the achievement of that outcome. In your minds eye see what you see, hear what you hear and feel what you feel as if it had already happened. When you have fully experienced what it is like to achieve that outcome, step back into the centre bringing that experience into your outcome, and allowing those sights sounds and feelings to enrich the outcome for a few moments.

4. Step right to the 'East' marker. Consider for a few moments the context of the outcome. Where, when and with whom do you want to achieve this outcome? Consider all the circumstances in which the desired outcome would be helpful and when it might not. When you have done this, step back to the centre and allowing those learnings to enrich the outcome.

5. Step back to the 'South' marker. Consider the benefits of your current situation, what will you loose by taking this course of action. What kind of things would you like to take into the future with you. When you have done this, step back into the centre allowing these learnings to enrich the outcome.

6. Step to the left onto the 'West' marker and consider the following questions: Is this outcome under my control, can I influence it? What resources do I have and what do I need to achieve my outcome? If the outcome is not under your control then you may need to adjust your objective to be something that you can control. The resources you need could be time, money, people, skills, facts & figures or states of mind. When you've identified the resources bring those resources back to the centre and let them enrich the outcome.

7. Stand at the centre of your outcome for a few moments and let the various aspects settle into place. It might be worth asking yourself: 'Do I still want this outcome?' So far you have examined your outcome from your perspective, however our actions affect others around us and it's useful to consider our outcome from perspectives other than our own. Since the compass shows our direction and our map shows the terrain, to examine the terrain we must 'step off' the compass and onto the map.

8. Consider for a few moments who else is involved in this outcome, imagine that they are standing a few paces away from your compass. Just go with whatever springs to mind. As you imagine a person (or group of people) standing there, step off the compass and into the shoes of those people, looking back at yourself from their point of view. How does your outcome look to them? What do they think about what you're trying to achieve? You may be surprised by what you discover. When you know what you need to know, take that information back into the centre of the compass and let it blend into your outcome. Repeat this step for each of the different parties involved.

9. There is another perspective on your outcome, that of the detached observer. Sometimes from a more detached position we can discover things we may overlook if we are in the thick of our plans. Choose a location a few paces away (different to all the other people), step to that spot and allow yourself to look back at your outcome and everybody in it from a more dispassionate point of view (perhaps like the director of a film) How does the outcome hang together? What more do you need to know? Take that information and add it to the mix.

10. Take some time to experience your outcome now, ask yourself the question 'Do I still want this outcome?'

11. A final few steps takes advantage of the power of your imagination and unconscious minds to guide you to your outcome. From the centre of the outcome, facing 'North' create a vivid and appealing representation of the achievement of your outcome several paces ahead of you, see yourself having achieved this outcome at some future date. Now walk into the future along that line until you step into the future realisation of that outcome, experience having achieved that outcome. Turn around and face the centre of the outcome and see yourself back then, preparing the outcome which you have achieved. In your imagination send back all the information that you needs to achieve the goal, you can imagine it as light, or words or feeling or whatever metaphor seems appropriate to you. Send that new understanding back to the you who stands there in the present.

12. Step off the timeline and walk back alongside it, stepping once more into the centre of your outcome. Face the future and receive that information sent back from the future.