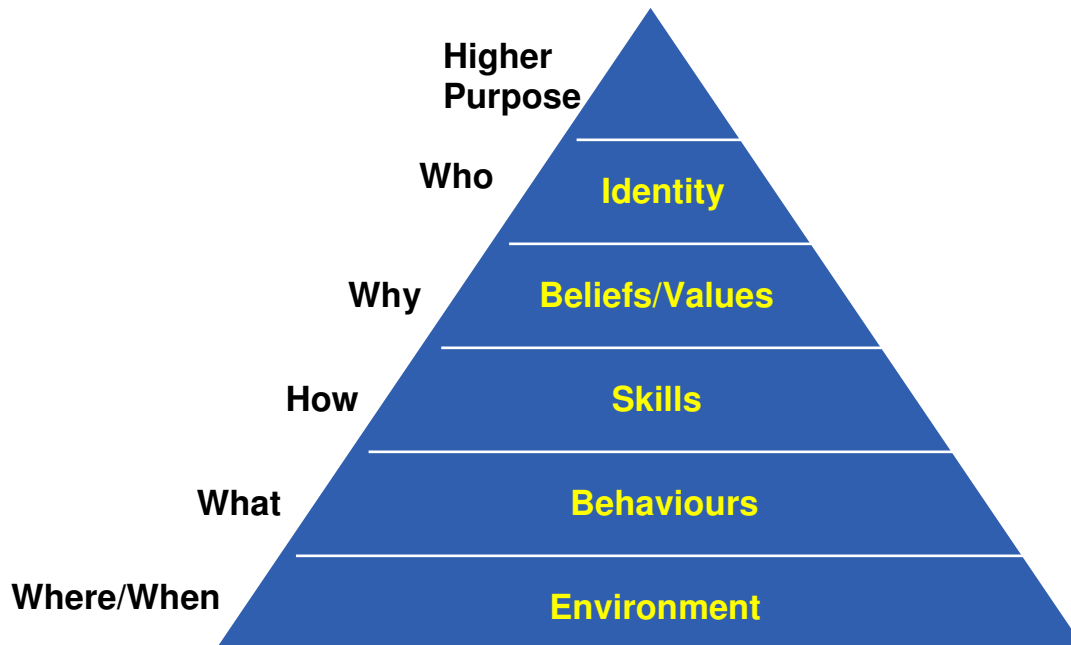


## The Structure of Experience – Turning ‘No’ to ‘Yes’



<b>Environment</b>	Is it about where, when, what or who else is around?
<b>Behaviours</b>	Is it about what someone is or is not doing?
<b>Skills</b>	Is it about whether people know how to do, or not to do something?
<b>Beliefs/Values</b>	Is it about why something is important or not important to someone?
<b>Identity</b>	Is it about their fundamental sense of self; who they are in the organisation?
<b>Higher Purpose</b>	Is it about how this fits in with the aims of the organisation, and someone's purpose in being part of it?