UTM		Name:	Date:		
<sup>1a.</sup> <b>C- Item</b>	<sup>2a.</sup> Acceptable Reasons	3a. <b>C+ items instead</b>	4a. <b>Deeper Reasons</b>	5. BENEFITS	6. <b>COSTS</b>
Name of C- project, task, responsibility, conversation, situations (schmoozing, relationship building).  Refer to "Homework + Reflections" of the morning	What justification or usual reason do I give (to pthers or myself) for why I am not doing it now?	C+ what are the activities I gravite toward intead, feel compelled to do?  Also what activities I tend to over do, that absorb too much of my time?	What is the "Real Reason" for avoiding 4b.C- and gravitating toward C+  What EgoThreat? Fears? Powerless-ness?  What EgoCandie?	What Ego benefits from: - avoiding the C doing the C+ - making the trade off  Examples: • I don't risk feeling incompetant or uncompetant or uncomfortable.	
Be specific:		But also Counter Productive Behav-	How does it not		
- Strategic Plan - Which one - Mentoring - Who? - Build relationship - with which key stakeholders - Flower chart any- thing important that I've not moved on.	MATTRESS Chart Connections: Protection Phrase, Mattress	iors  Examples: • emails • certain projects • making bad with others  MATI Conti	scratch the itch of your UG, Treadmill? Makes me feel like a star or heroe  RESS Chart ections: Anxiety	<ul> <li>If I respond to my Email 24/7, I feel needed and responsible.</li> <li>If I surf the web or play video games: I'd rather appear/believe to be undisciplined, than unintelligent.</li> </ul>	
→1b. <b>C- Zone</b>	Any themes or conclusions for that column	→ 3b. <b>C+ Zone</b>	4b. My Wall	7. Cumulative Costs	© Learning as Leadership 2