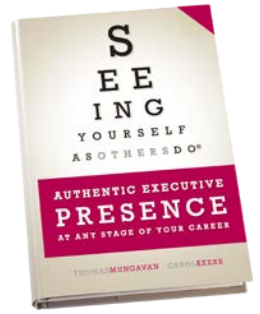




OTHER PERSON'S POINT OF VIEW WORKSHEET



Use this worksheet along with the description in the book “*Seeing Yourself as Others Do – Authentic Executive Presence at Any Stage of Your Career*” to develop your persuasive message using the *Diamond Principle*. (SYAOD.com)

Name:	<i>Your OPPOV analysis for:</i> <i>name</i>
What are they rewarded for? (Why do they get a paycheck? What are the external measures of success?)	
What are they motivated by? (What energizes them? What drives them internally? Think of ego, power, control factors.)	
What are they scared could happen? (What do they <i>not</i> want to have happen? NOTE: this is a reversal of the rewards and motivations.)	
How do you annoy or make mistakes with them?	
What could you do to be more successful with them?	
What would be a Hook Line that would capture their attention?	

Name:

S.O.M.E. Framework

S. = Situation

What am I trying to achieve for a successful outcome?

O. = OPPOV

Key considerations from the OPPOV analysis.

What are they rewarded for?

Motivated by?

Afraid of?

How are you making mistakes with them?

How could you be more successful?

M. = MPOV

(My Point Of View)

How do I interpret this situation?

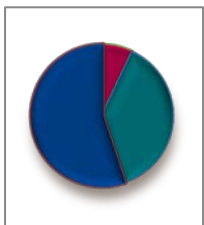
E. = Expression

What should I say and how should I say it to be more effective and appropriate for this situation?

Visual

Vocal

Content



Your "hook line"

Visual expression

Vocal expression

Content (3 points)

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