

WANT-OLGY™ WORKBOOK

*The first step to Really Get What You Really Want
is to really KNOW what you really want...*



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Introduction

Welcome to “Want-ology™,” a proven process for clarifying what you really want, and developing a plan to get it. My goal in life has been to understand why things don’t work the way they are supposed to, or the way we want them to, despite our best efforts. Why do people who are creative, intelligent, and capable have such a difficult time getting what they want in life? Of course there are difficulties and situations we find ourselves in that keep us from being able to do what we thought we could.

But truly, we have so much more power, so much more opportunity to get what’s really important to us than we effectively use. I spent a number of years investigating why we don’t -- or can’t -- use that power effectively.

I concluded that our first and most difficult obstacle to getting what we want is ourselves. We get in our own way. We can’t focus effectively, or we focus on achieving things that in the end, don’t make us happy or satisfied at all.

So the real challenge is, how do we get out of our own way and focus our efforts on what will really bring us satisfaction.

I created the first version of this program in 1987 to help students think critically about their professional choices, and the application of their technical skills. I applied it to help focus early Total Quality Management efforts, and then broadened the application to define how to achieve anything we desire--including designing effective learning systems, defining executable requirements for engineering and architecture. (The advanced, professional version is now part of our Mind-Reading 101 course for consultants, trainers and coaches.)

But always, the most personally rewarding application was helping people define what they really wanted, and chart an effective course to get it. That’s what Want-ology™ is all about.

How to use this program

This workbook is used for teleclasses, and in-person workshops as well as for stand-alone self-study. In our teleclasses and workshops, people benefit from each others' experiences as much as they benefit from the presentation of materials. If you've purchased this workbook as part of a self study course, it will come with an audio component, which will guide you through each of the eight steps, one audio unit for each step.

For the benefit of those working independently with this material, we've included an example of this process and responses to the exercises from a person we'll call Chris--so you can see what someone else's progress looks like as they move through the seven steps. There are no "right" answers--but we hope Chris' examples will give you an idea of the kind of progress you can achieve using this system. We hope this example will help you understand the process and use it effectively.

Some people get great benefit from working this material independently. Many others find that having personal guidance and feedback is really important to their success.

If you've purchased this as part of a self-study option, you can always join a teleclass or in-person workshop at a reduced rate. Or you can choose to work online and by telephone with a mentor or coach for a negotiated rate. Please contact us through our website if you'd like to explore any of these options.

Running the process for yourself

If you're using this with the Audio file, we suggest you listen to the audio as you work through this workbook. And remember, no goal is "final"--after going through the process once, you may discover that you'd like to start with an entirely new problem statement as you better understand what you "really" want. Use parts of the process as necessary as you explore your options and evolve your vision of what you really want. We consider that evolution to be a great success...

To begin, schedule some time when you won't be rushed, and you can focus your attention. We suggest that you do a first pass through the entire process, divided into several sessions, so that you have an opportunity to reflect and process your thoughts, to get maximum benefit from the system. Although there are no hard and fast rules, we usually break this process up as follows:

Session 1: Steps 1, 2, 3

Session 2: Steps 4, 5, 6

Session 3: Step 7

Be sure you can record your answers to the exercises as you do this--so listening to it while you're driving or doing some other task that requires your hands and your attention is probably not a good option.

Don't try to get everything "right" the first time--the point of this process is to help you think critically and creatively and to challenge your assumptions and your current ways of approaching things. Showing progress and change as you move through the

process is a good thing. If you don't change as you move through this process, either you didn't need it in the first place, or you won't get the value from the experience that can help you succeed.

By the time you finish this process you should be able to:

- Identify **what you really want**: the positive results -- the experience -- that you want for yourself
- Identify a number of **options** that might be a means for getting the positive results you want
- Identify any **concerns or issues**, things you want to avoid while pursuing what you want, without letting them control you and your choices
- Identify how you'll know you got what you wanted--your **criteria for success**, and for decisionmaking about opportunities that arise for you
- Determine the **positive actions** you are going to take to get what you really want
- Identify the **resources** that you'll be able to use to carry out and support those actions.

We're always interested in your feedback, so please drop us an email, to kbk@theorganizationzone.com if you have questions, issues, suggestions, insights--or endorsements.

Wishing you a fruitful exploration....