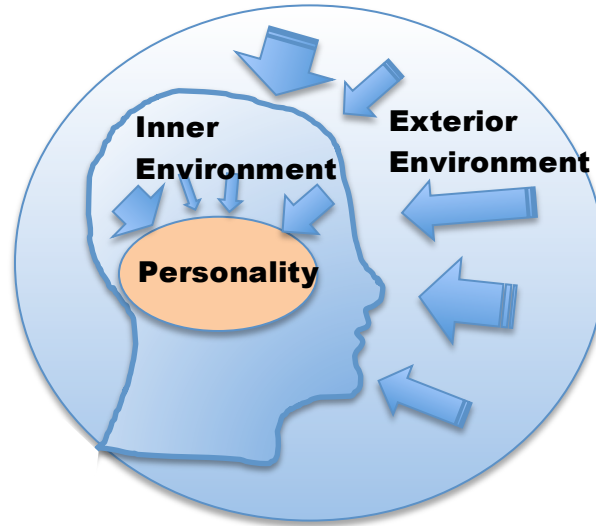


FORCE FIELD ANALYSIS OF BEHAVIOR



INNER

ENVIRONMENT

- Shoulds, shouldn'ts
- Do's, Don'ts, learned messages
- Would have, might have, etc.

EXTERIOR

ENVIRONMENT

- Cultural rules, pressures
- Business roles, family responsibilities
- Team dynamics, partner's traits, etc.
