

# It's Your Choice



Anything that impacts us at any moment  
Thoughts Feelings Circumstances



START

**Choose**

Learner Path  
Judger Path

**React**

What assumptions am I making?  
What are they thinking, feeling, and wanting?  
What can I learn?  
What am I responsible for?

What happened?  
What do I want?  
What are the facts?

What are my choices?  
What's best to do now?  
What more is possible?

Whose fault is it?

Why can't I ever win?  
Why are they always so dumb & irritating?  
Why bother?

Judger Pit

Switching Lane

**SWITCH**  
Ask Learner Questions To Avoid Judger Pit

**LEARNER**  
• Thoughtful Choices  
• Solution Focused  
• Win-Win Relating

**JUDGER**  
• Automatic Reactions  
• Blame Focused  
• Win-Lose Relating

What's wrong with me?  
What's wrong with them?



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# Choice Map™

Behind every choice are questions. Ultimately, our results in any area of life reflect the questions we asked to get us there. The Choice Map is a powerful tool for professional and personal discovery, action, and results. It's simple and it works.

## How to use the Choice Map

Imagine that's you standing at the crossroads on the left side of the Choice Map. You have to make a decision about something important in your life. It might be about your job, family, finances, or perhaps your health. To discover how Learner and Judger questions affect you, experiment by first asking yourself Judger questions and then Learner ones about this decision. Notice the effect of each mindset on your mood and confidence as you consider possibilities as well as actions you might take. What did you learn by doing this experiment?

### Judger questions\* include:

- Whose fault is it?
- What's wrong with me?
- What's wrong with the other person?
- How can I prove I'm right?
- How can I be in control?
- Why bother?

### Judger questions generally lead to:

- A mood of pessimism, stress, and limitations
- A mindset that is reactive, inflexible, and judgmental
- Win-lose relationships and results (at work and at home)

*\* We all ask both kinds of questions and we have the power to choose at any moment.*

**Great results begin with great questions.™**



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### Learner questions\* include:

- What do I want?
- What do I appreciate about myself (and the other person)?
- What's useful about this?
- What can I learn?
- What's possible?
- What's best to do now?

### Learner questions generally lead to:

- A mood of optimism, hope, and possibilities
- A mindset that is thoughtful, flexible, and accepting
- Win-win relationships and results (at work and at home)



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