



Focus of Control

Some people have a general *victim attitude* – other people and circumstances beyond their control *caused* things to happen, *caused* them to feel the way they feel. *THEY did this to me!*

The flip side of this attitude is one in which individuals perceive themselves to be in control. *These people feel that things are within their control and they believe they can affect the outcome.* Even if things don't turn out just right these people will evaluate the circumstances in terms of what they can do to improve the situation. *They take responsibility for making things happen.*

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|--------------------------|----|---|
| • No one told me | VS | I didn't ask |
| • He didn't listen | VS | Next time I'll make sure I have his attention |
| • She talked me in to it | VS | I agreed to go along with it |
| • She doesn't get it | VS | I'm not communicating well |

Reframe each statement so that it sounds like you believe you are in control

Use your previous statements or use the ones below....

I don't have time

Restated:

We don't get the right kind of employees/clients

Restated:

People ask me questions to which they should know the answer

Restated:
