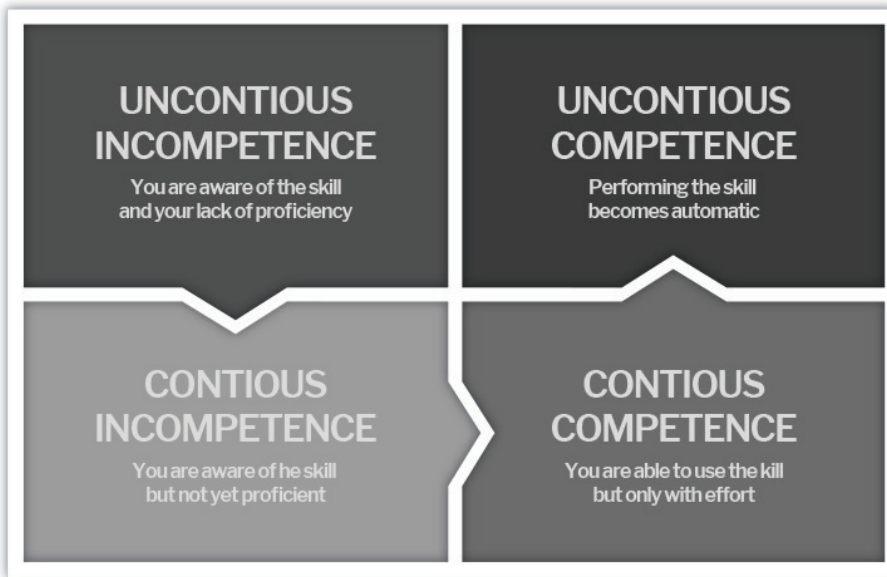




EXERCISE 11

Anything **worth doing** is **worth overdoing**. **MASSIVE** action in the **direction of your dreams** is the most direct connection to the life and significance you desire. **Action has, and always will be, the most direct causation of the results you have now**. If you want to change your results, you **must change** something you are doing on a **daily basis**. As we begin to harness and direct our actions, it's important to **understand the four levels at which action occurs** e.g., the **Four Stages of Competence**.



FOUR STAGES OF COMPETENCE

Unconscious Incompetence (UI)

At this stage, you are so new to the action you are taking, that you simply don't know what you don't know. This is unexamined action, or action taken without direction. It's busy-ness; Action for the purpose of action instead of action for the purpose of outcome. At this level, you are unaware that what you are doing isn't working, won't work, and that change is required.

Conscious Incompetence (CI)

At this stage, you realize what you are doing isn't working. There is an awareness that you aren't very good. This is the salesman who can't close and knows something needs to change. Awareness allows you to ask questions about your action, and to seek out better, more accurate action.

Conscious Competence (CC)

At this stage, you are competent in your actions, but they require conscious effort to maintain competence. It requires effort and focus at every step. It's like the new driver who is just learning to drive. Every move must be analyzed and thought through. It is highly inefficient, but it works. You get results, but it takes a lot of effort. Conscious competence is where most people try to interrupt the byproduct process by injecting new actions into the sequence. They consciously choose a new action, trying to override the natural action underneath.

Unconscious Competence (UC)

At this stage, your actions are merely byproducts of the thinking and belief which created them. They are natural. They occur effortlessly for the holder of the habit. When your actions have become habit, you no longer need to think about them, you just do them. They become part of who you are. They take little or no effort to complete.

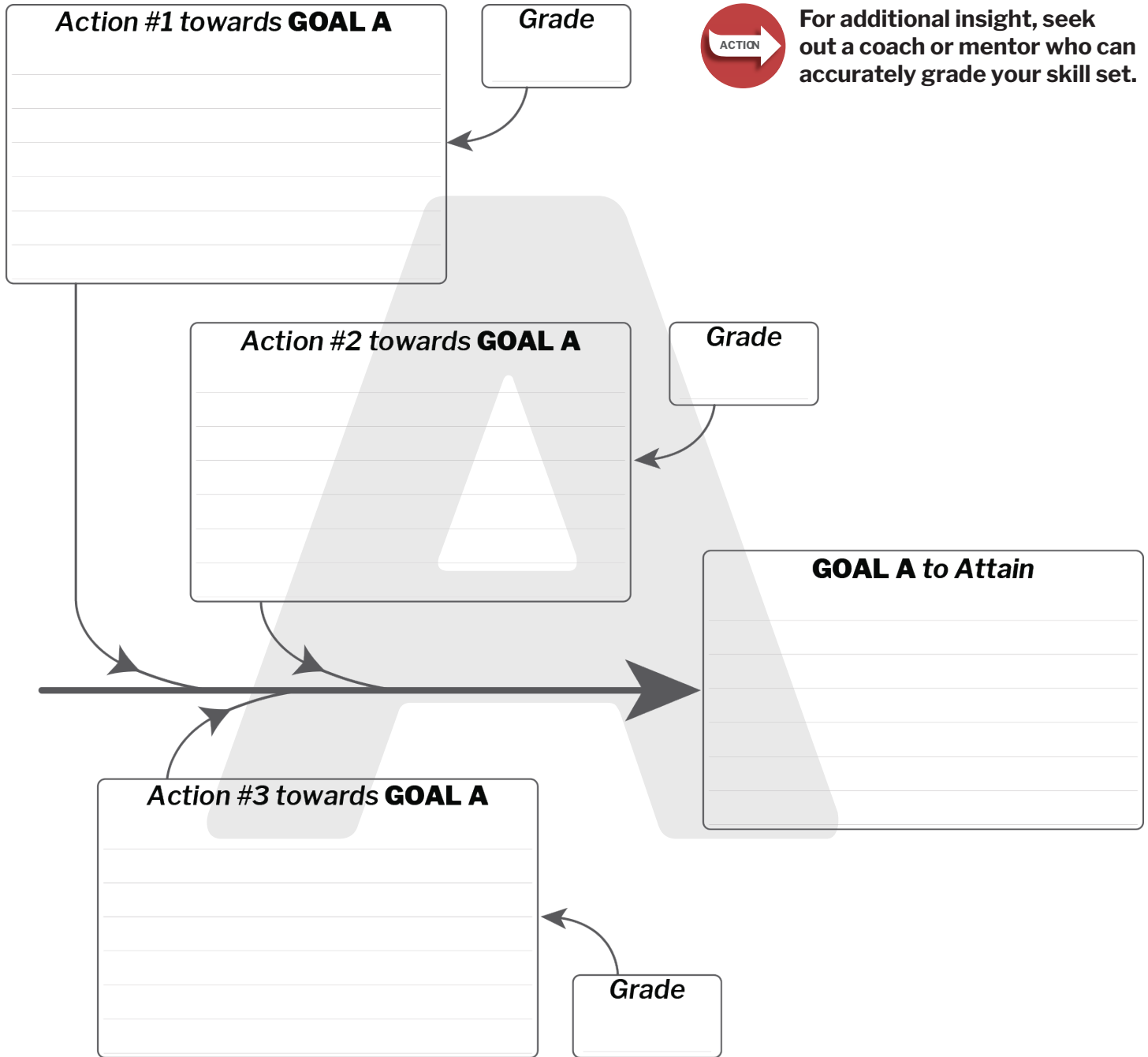


EXERCISE 11 (Cont'd.)

Identifying *your level of competency*

Identify three **GOALS** you would like to obtain. Then determine the three most important **ACTIONS** you need **to take** for each goal in order for you to attain them.

Then using utilizing the **Four Stages of Competence Model**, *self-assess your level of competency* for each skill set by **grading** them as either UI, CI, CC, or UC.

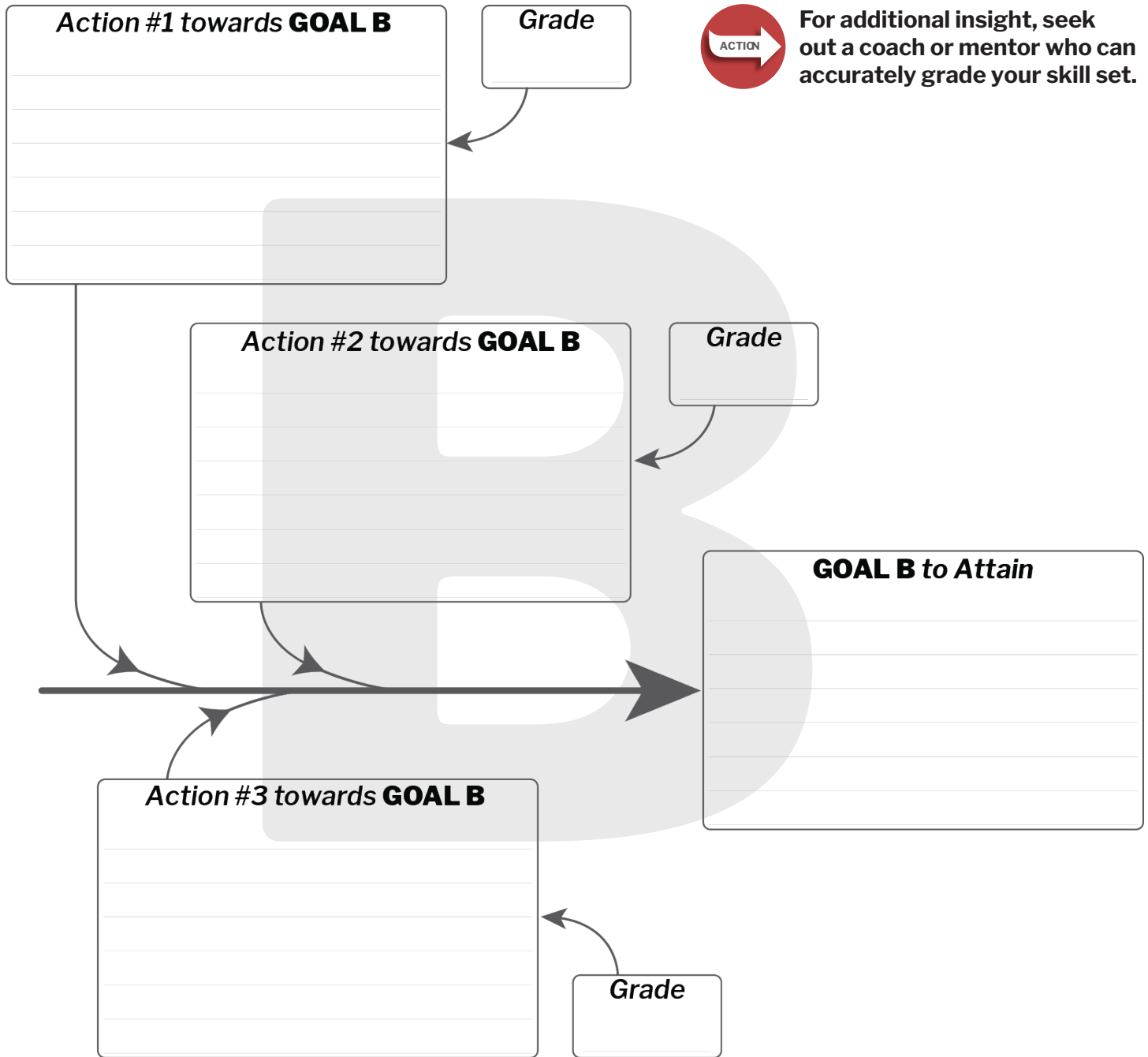




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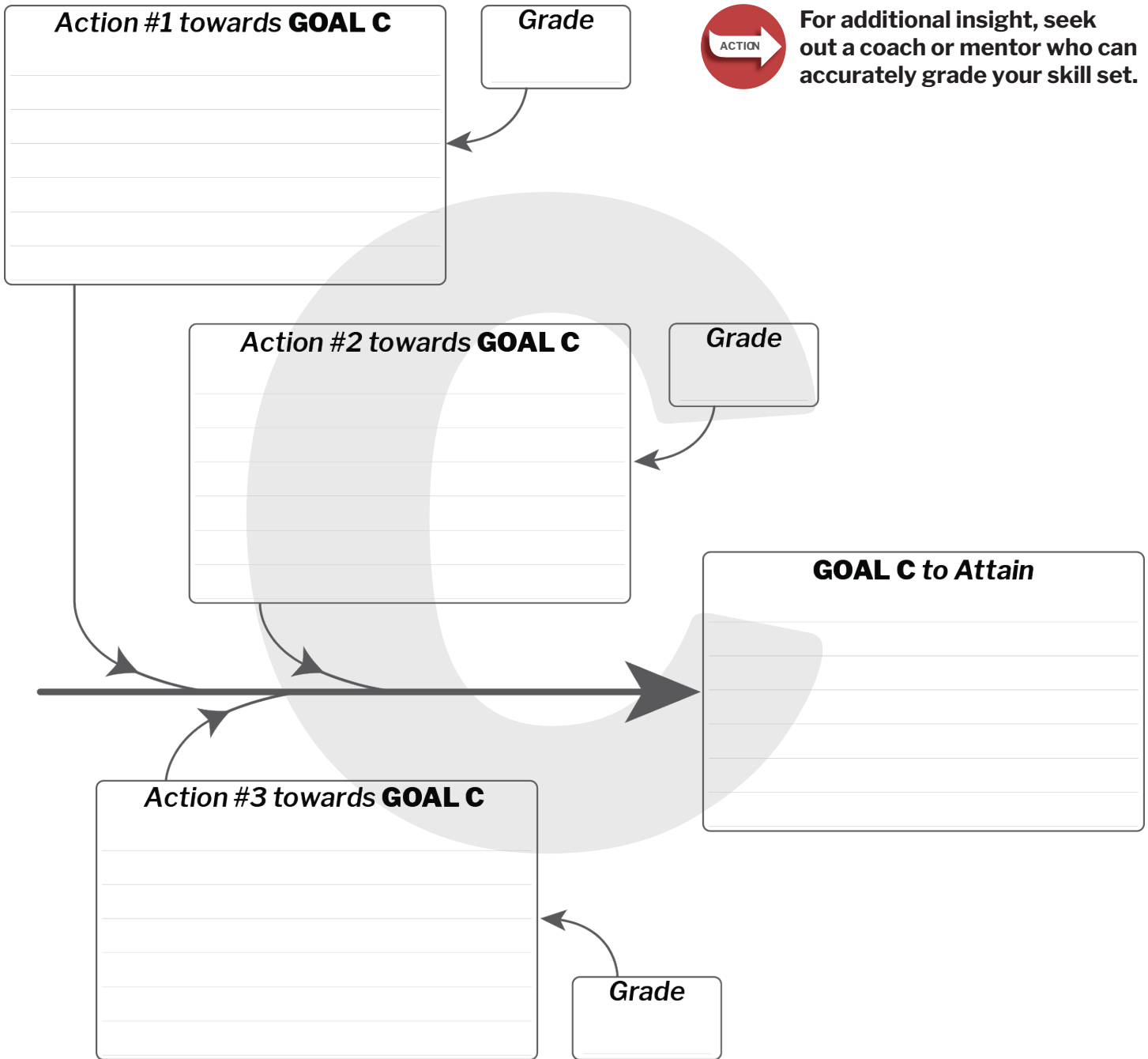




EXERCISE 11 (Cont'd.)

Identify three **GOALS** you would like to obtain. Then determine the three most important **ACTIONS** you need **to take** for each goal in order for you to attain them.

Then using utilizing the **Four Stages of Competence Model**", *self-assess your level of competency* for each skill set by **grading** them as either UI, CI, CC, or UC.



For additional insight, seek out a coach or mentor who can accurately grade your skill set.



EXERCISE 11 (Cont'd.)

Actions

Identifying your level of competency

Specific **Actions** needed to improve competencies

Process, Precision, or Time issue?

Actions I will take to move myself to the
Unconscious Competence level

Specific **Actions** needed to improve competencies

Process, Precision, or Time issue?

Actions I will take to move myself to the
Unconscious Competence level



EXERCISE 11 (Cont'd.)

Actions

Identifying *your level of competency*

Specific **Actions** needed to improve competencies →

Process, Precision, or Time issue?

Actions I will take to move myself to the
Unconscious Competence level

Specific **Actions** needed to improve competencies →

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Actions I will take to move myself to the
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