

UTM Chart - Directions

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1. C- Item	2. Acceptable Reasons	3. C+ items instead	4. Deeper Reasons	5. Benefits	6. Costs	7. Purpose
a. Name of C- project, task, or responsibility	What justification or usual reason do I give (to others or myself) for why I am not doing it now?	C+ what are the activities I gravitate toward instead, feel compelled to do? Also what activities I tend to overdo, that absorb too much of my time? But also Counter Productive Behaviors Examples: • emails • certain projects • making bad with others	What are "Deeper Reasons" for avoiding C- and gravitating toward C+? a. What Ego-Threats? Fears? Powerlessness? b. What Ego-Candies/Ego-Fantasies? Is my C+ likely to bring me more recognition?	What Ego benefits from: - avoiding the C- - doing the C+ - making the trade off Examples: • I don't risk feeling incompetent or uncomfortable • if I respond to my Email 24/7, I feel needed and responsible.		
1b. → C- Zone	2b. → Hall Pass	3b. → C+ Zone	4b. → Ego Driver	8.		Overall discoveries and learnings from the whole chart

Any themes or conclusions for that column