

# INSTINCTIVE DIMENSION ESSENTIALS

Instinctive NEEDS	Information (HAVE)	Action (DO)	Relies on	Sensitive To	Avoids
<b>Clear Objective</b> <b>Quick Wins</b> <b>Personal Experience</b>  <b>WHAT? WHEN?</b>	Short-term Goal	Focus Move	Personal experience Visible progress	Speed Outcomes	Depending on others, Delays
<b>Connection To Others</b> <b>Involvement &amp; Feedback</b> <b>Opinions &amp; Options</b>  <b>WHO? WHAT ELSE?</b>	Options Opinions	Discuss Participate	Group Flexibility	Involvement Status	Isolation Embarrassment
<b>Clear Context &amp; Purpose</b> <b>Understanding</b> <b>Alternative Solutions</b>  <b>WHY? WHAT IF?</b>	Context Purpose	Question Reflect	Clarity Comparison	Relationship Meaning	Impulsivity Arbitrariness
<b>Clearly Defined Outcome</b> <b>Data Or Proof</b> <b>Priorities</b>  <b>HOW? WHERE?</b>	Data Proof	Analyze Organize	Precedent Predictability	Precision Certainty	Ambiguity Variability Surprises