**Conflict 2: InSight Mapping Worksheet**

Review the statements from the script provided under the *statement* category below. Then identify how each statement might be *mapped* undereach EQ Profile dimension. Once you’ve mapped each statement, total each column at the bottom of the page to identify how this coachee tends to lean.

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| --- | --- | --- | --- | --- |
| **Orientation Overview** | | | | |
| **Self**  - Does the statement suggest they:   * Are focusing on what they want, think and feel * Are taking responsibility | | **Other -** Does the statement suggest they:   * Are focusing on what others want, think, feel * Are wanting to please/attend to others * Are judging/blaming others | |
| **Positive -** Does the statement suggest they:   * See the possibility in the situation | | **Negative -** Does the statement suggest they:   * See the risk in the situation | |
| **Thought -** Does the statement express a thought about themselves, the other or the situation. | **Want -** Does the statement express a want for the Self or Other | | **Feeling-** Does the statement express a feeling about the Self or the Other |

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| --- | --- | --- | --- | --- | --- | --- | --- |
| *Statement* | *Se.* | *Oth.* | *Pos* | *Neg* | *Thou* | *Want* | *Feel* |
| Example: My peer and I were in charge of this division together. Essentially we had different views on how to treat our people. |  |  |  | **X** | **X** |  |  |
| *Example:*  He was very aggressive and very rash |  | **X** |  | **X** | **X** |  |  |
| I am usually less confrontational and I try to be more positive |  |  |  |  |  |  |  |
| I think there was a lot of bad morale but I wasn't technically in charge even though we were peers. |  |  |  |  |  |  |  |
| So I had to manage him as well as all the individuals working underneath us and keep a healthy environment. |  |  |  |  |  |  |  |
| And it turned very aggressive, he was very confrontational, he never wanted to agree, he liked to argue, |  |  |  |  |  |  |  |
| so I couldn't ever help him see how he was affecting the department. |  |  |  |  |  |  |  |
| I tried to do things like change my behavior around him by asking him questions, |  |  |  |  |  |  |  |
| I tried to talk to him outside of the workspace in a separate room, and tell him how I felt |  |  |  |  |  |  |  |
| however he would just blow things up |  |  |  |  |  |  |  |
| whenever I would step in to try to help another person in our work environment, |  |  |  |  |  |  |  |
| and it got out of control. |  |  |  |  |  |  |  |
| ***Orientation Totals:*** |  |  |  |  |  |  |  |