

DEVELOPMENT PLAN

Lay a People card that reads like them. Write the core deliverable, the result they’re aiming at, on a sticky note and place it in its bay. Lay up to three Behaviour or AI cards, description facing up, for the behaviours that will get them there. Beside each, note what good will look like and what they’ll practise. Tick the lever, choose Now or Next, and finish with one thing they’ll actually do, and by when.

PLACE PERSON CARD HERE

REALLY GOING ON

GREAT AT

PLACE BEHAVIOUR CARD HERE — DESCRIPTION FACING UP · 1

GOOD WILL LOOK LIKE

THEY’LL PRACTISE

CORE DELIVERABLE — WRITE IT ON A STICKY NOTE AND PLACE IT HERE

THE RESULT THEY’RE AIMING AT

PLACE BEHAVIOUR CARD HERE — DESCRIPTION FACING UP · 2

GOOD WILL LOOK LIKE

THEY’LL PRACTISE

THE PLAN

THE LEVER

Tick the lever(s) this plan pulls.

- ☐ CRAFT
- ☐ CHARACTER
- ☐ CAPACITY
- ☐ DRIVE

NOW OR NEXT

Better as things are, or ready for what’s coming?

- ☐ NOW
- ☐ NEXT

ONE THING THEY’LL ACTUALLY DO

— and by when

PLACE BEHAVIOUR CARD HERE — DESCRIPTION FACING UP · 3

GOOD WILL LOOK LIKE

THEY’LL PRACTISE