

Tucker International *Sample* Behavior Change Map

OPEN-MINDEDNESS

The global business environment severely tests one's mind set. Being open to different values, beliefs and ways of thinking and doing things is essential for successful global leadership.

1 Behavior Goals (Visible Commitments)	2 Doing/Not Doing Instead (Behaviors Which Work Against the Goal)	3 Hidden Competing Commitments	4 My Big Assumptions
<p>I need to be more open-minded regarding other beliefs and ways of thinking and doing:</p> <ul style="list-style-type: none"> • Challenge my own culture-based assumptions about others. • Withhold judgment and action until I get all relevant information. • Show respect, both verbally and in my body language. • Do not attempt to convince others of my spiritual and political beliefs. <p>Add your own actions:</p>	<ul style="list-style-type: none"> • I make judgments and act too quickly based on my own assumptions. • I get into lively discussions in which I press my spiritual or political beliefs. • I am not sure that I communicate and show respect for others (especially those who are different from me). <p>Add your own:</p>	<ul style="list-style-type: none"> • I need to stand up for my culture. • I need to explain and defend my spiritual or political beliefs. • I need to be seen as a leader with strong values and opinions. <p>Add your own:</p>	<ul style="list-style-type: none"> • I will have to compromise my values. • I will not be true to my spiritual or political beliefs. • I will be seen as weak and not standing for anything. <p>Add your own:</p>

