MAPPING LADDER What are they needing? What are they thinking? What are they doing? What are they saying? What are they hearing?

With a team member in mind, review these guiding questions and come up with at least 3 bulleted responses to each.

1.	What a	ire the	ir need	s. wants.	and goa	ls?

- a.
- b.
- c.

2. What barriers or challenges exist that might prevent them from achieving these goals

- a.
- b.
- C.

3. How can we address these barriers and challenges to help them achieve their goals?

- a.
- b.
- c.

