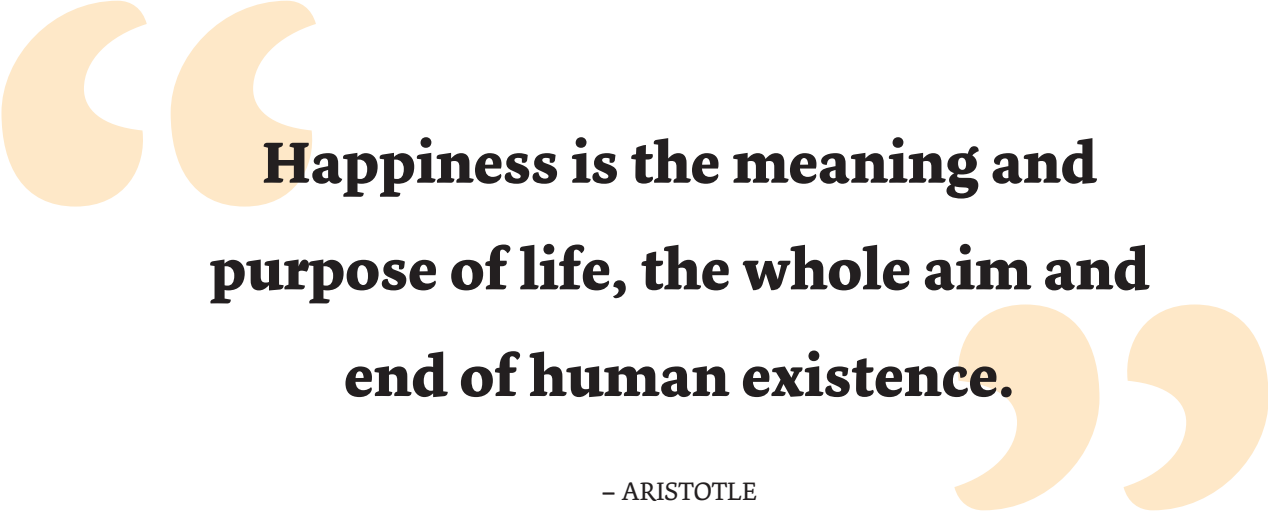




Happiness Team



Workbook



**Happiness is the meaning and
purpose of life, the whole aim and
end of human existence.**

- ARISTOTLE



Welcome to the Happiness Team!

You did it.

You found your way to this workshop and took the first step toward better understanding and pursuing this thing we call HAPPINESS.

I spend a lot of time looking out my window, watching squirrels. They seem to have it easy. All a squirrel has to do is find a cozy hole in a tree, gather and bury nuts, find a mate and try to not get eaten. Simple. Human thriving is not so easy to figure out.

Human happiness is complicated because humans are complicated creatures. Philosophers began studying happiness thousands of years ago, but the answers to life's big questions are still not obvious. Most philosophers have gotten it wrong, and wrong philosophies lead people to live unhappy lives.

In this day and age, I think we can do better.

Novelist and philosopher Ayn Rand inspired my journey toward happiness. Her novels are filled with passionate heroes who lead full lives. She described happiness as a “state of non-contradictory joy.” From the moment I began turning the pages of her novels, *The Fountainhead* and *Atlas Shrugged*, I knew I wanted to reach that state.

This workshop is my attempt to systemize the “pursuit of happiness” using Rand’s deep philosophical discoveries. It is based on my decade-long effort to unravel the challenging process of knowing yourself, what you want and how to go after it.

In this workshop, you will explore your passions, values, and inner emotional world. You will consciously select and pursue values that will enrich your life and heighten your self-esteem. At the end, I hope you will be closer to achieving your own “state of non-contradictory joy.”

What you need to bring to this workshop is - **You**. Your authentic you, motivated to make your life better.

I invite you to be open, honest and diligent during our time together. Be attentive and mindful to your Happiness Team teammates - they will be as invested in your happiness as you will in theirs. It’s a worthwhile investment.

Besides Rand, I would like to credit Barbara Sher who taught me the power of teams and Jean Moroney who taught me the power of introspection.

I wish for you to experience the amazing feeling of becoming a hero.



Go get it.

A handwritten signature in black ink that reads "Tal Tsfany".

Tal Tsfany

Table of Contents

CONFIDENTIALITY	4
THE HAPPINESS TEAM PROCESS	5
INTRODUCTION	7
So, Who Are You?	8
What Color Are You?	9
Value Warm-Up	11
What Is Happiness?	12
What Are Values?	13
OBSERVATION.....	14
One Good Thing	16
My Value Galaxy	19
My Perfect Day	22
My Black Holes.....	24
ANALYSIS.....	27
What Are Emotions?	28
My Value Map.....	30
My Value Map Deep-Dive	32
My Clean Value Map.....	39
Top Pursuit Candidates	40
COMMITMENT	41
My Spotlight Value.....	43
Spotlight Value Planning	45
Step-By-Step Pursuit Milestones.....	47
My Spotlight Value Pitch	49
My Spotlight Value Pitch - Reactions	50
PURSUIT & MONITORING	52
The Importance of Focus	52
Leveraging Your Happiness Team.....	54
My Pursuit Report.....	55
My Winning List	57
Monitoring	58
My Introspection Sheets.....	59
Unclogging Your Project	62
APPENDIX	65
List of Feelings.....	66
List of Human Needs	67

Confidentiality

“I understand that all discussions in the Happiness Team are confidential and private. I commit not to share any details about any of those discussions with anyone else outside the Happiness Team.”

Name: _____

Signature: _____

Date: _____

THE HAPPINESS TEAM PROCESS

This workshop, its exercises, and the experience of the Happiness Team are all designed for one purpose - discovering and pursuing the values that make your happiness possible.

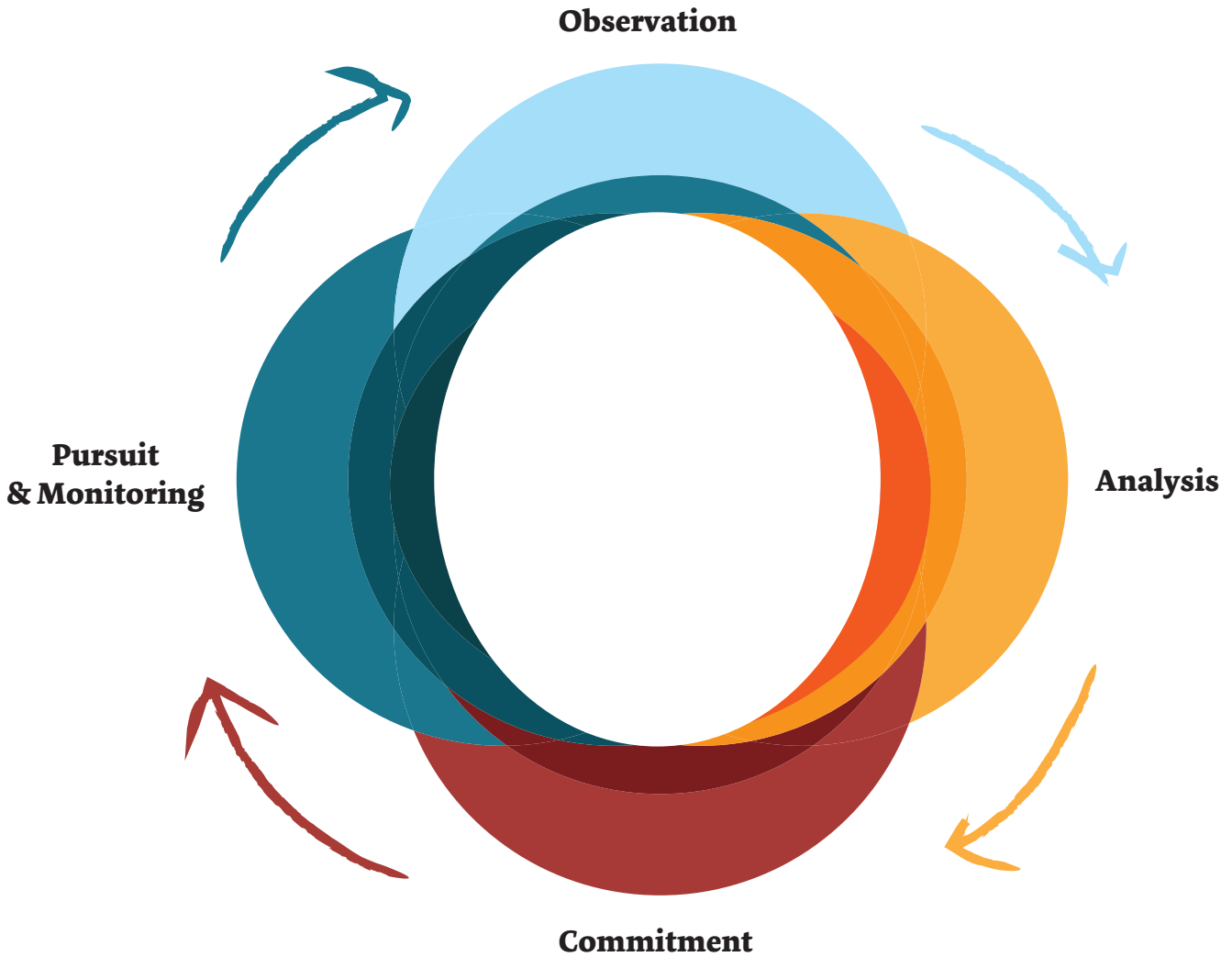
Happiness Team Process:

1. **Observation.** Connect with who you are and what you love about life. Study the types of activities, relationships, and environments that animate you. Values you discover here will become your happiness building blocks.
2. **Analysis.** Structure your values. All values compete for the same resource - your time – so it's important to prioritize and understand how your values fit together.
3. **Commitment.** Select the right value for pursuit. Consider your values on a deeper level and project how each will impact your life's trajectory. Build the reasoning, planning, and motivation to commit to action.
4. **Pursuit & Monitoring.** Get things done. It's time to go after your chosen value relentlessly. Track progress with your Happiness Team. They will keep you focused and help you overcome obstacles. Monitor your inner world and use introspective tools to get your project unstuck.

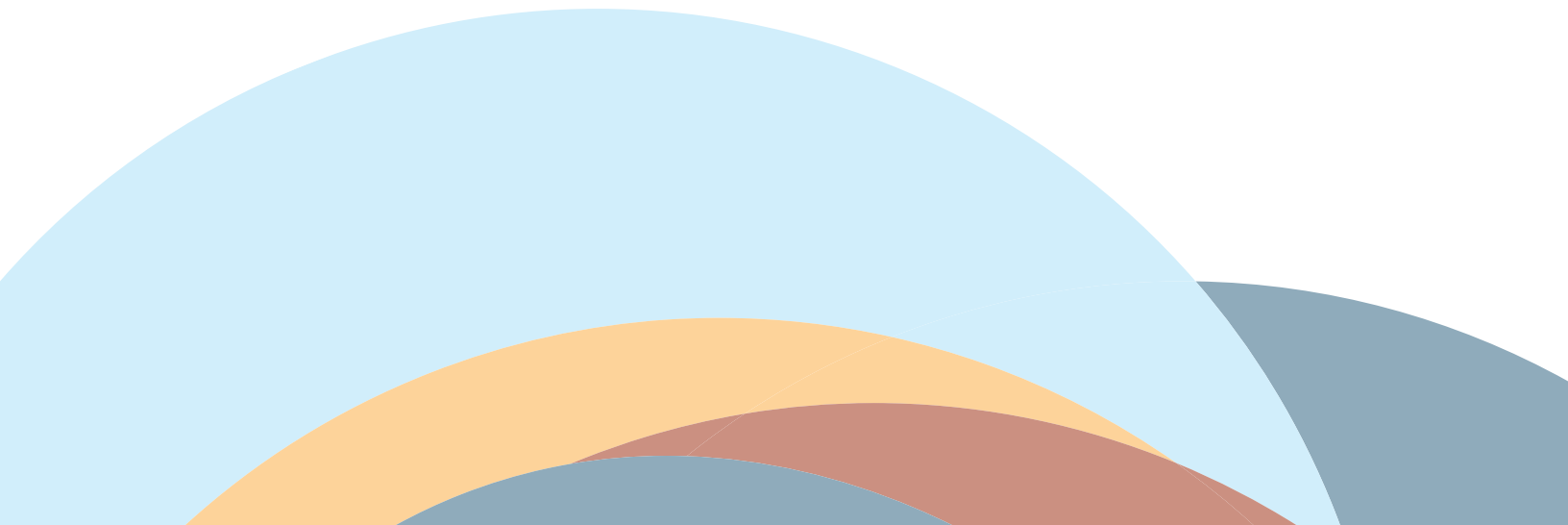
The Happiness Team Process is an iterative cycle designed to continually increase your happiness. It maps and guides you in the pursuit of any value in any domain of life. The goal is to consciously pursue true happiness, greater self-esteem, and a sense of pride.

Enjoy your pursuit.

THE HAPPINESS TEAM PROCESS



Introduction





SO, WHO ARE YOU?

1 Who are you?

2 What makes you special?

3 What do you love most about life?

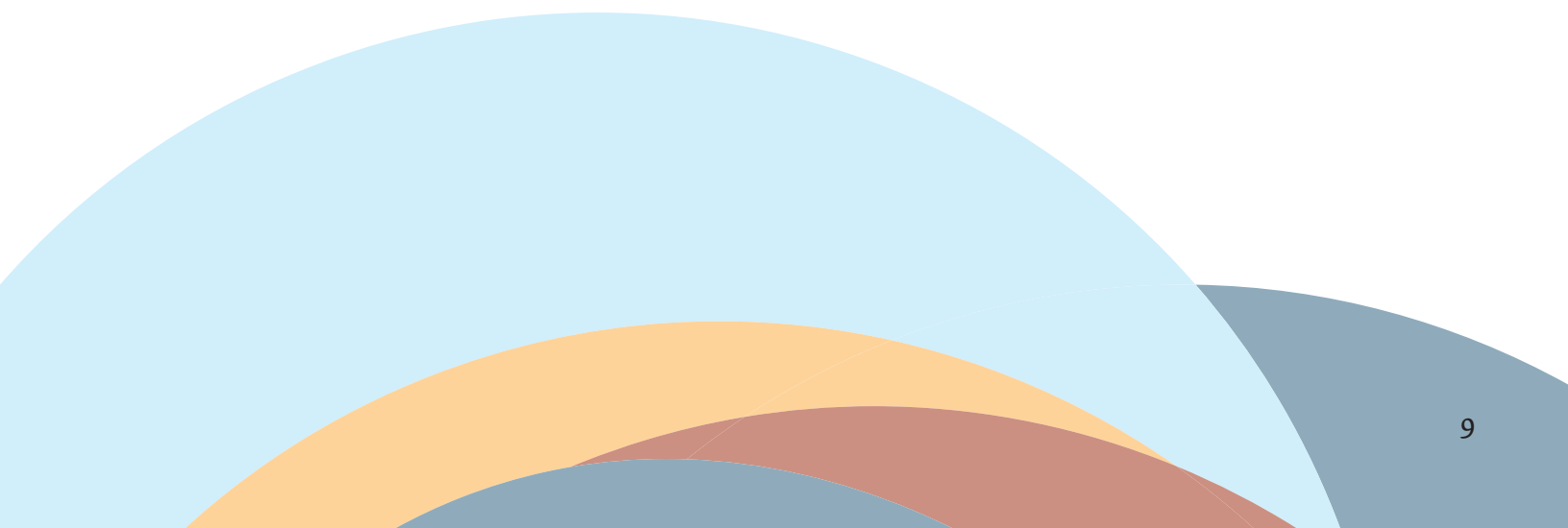
4 What are you trying to improve or get out of the Happiness Team?



WHAT COLOR ARE YOU?

Pick the color that you think captures who you are and become that color for one minute. Be funny, poetic, dreamy, and fun - show us your creative side.

▶ What color are you?



WHAT COLOR ARE YOU? EXAMPLE

▶ What color are you?

I'M ORANGE, JUICY, AND FULL OF LIFE, BOLD AND DARING -

SOMETIMES TOO JUICY AND THINGS GET MESSY. I'M ALSO

THOUGHTFUL AS APRICOT ORANGE AND SOFT AS PUMPKIN ORANGE.

VALUE WARM-UP

Before we enter the observation phase of the Happiness Team Process, let's begin with a warm-up. The objective of this exercise is to begin observing yourself and the values that animate your life.

1 I am **happy** when I

2 I am **fascinated** by

3 When I was a kid, I **loved**

4 Things I **still love** from when I was a kid

5 Things I **enjoy** most

6 I am **most relaxed** when I

7 The **person** I enjoy being around the most

8 My most inspiring **hero** is

9 The most moving piece of **art** for me is

10 The **place** I like to be in most is

11 The **activity** that I enjoy most is

12 I'm most **talented** in

13 I lose my **sense of time** when I

14 The most important **material thing I possess** is

15 My biggest **dream** is to

16 My **happiest moment** so far was

WHAT IS HAPPINESS?

If you want to achieve happiness, the first step is to get clear on what happiness is.

The state of happiness is the **strong inner conviction that you are good at living life. That you know yourself, your needs and wants, and that you are virtuous and effective in pursuing your chosen values.**

At the heart of the Happiness Team is Ayn Rand's definition of happiness:

**Happiness is that state of
consciousness which proceeds from
the achievement of one's values.**

– Ayn Rand, “The Objectivist Ethics”
The Virtue of Selfishness

This definition gives us the elements and process of achieving happiness:

1. Define your values
2. Pursue your values
3. Happiness is the outcome

Rand's definition of happiness seems short and simple, but it rests on a world of meaning. One implication is that happiness cannot be pursued directly - it is through the pursuit of values that you get to happiness.



Values



Achievement



Happiness
(state of consciousness)

WHAT ARE VALUES?

To reach a state of happiness, you'll need to achieve values. Ayn Rand offers a short definition: "Value is that which one acts to gain and/or keep."

But what exactly are values? Is my work a value? Or the wealth it generates? Is learning to be a medical doctor a value or is it passing the licensing exam? Is enjoyment of a meal a value or is it the satisfaction at the end of it?

All of the above!

Achievement is a causal process. Means and ends cannot be separated. That's why realizing an end without the means feels empty. It harms your self-esteem, sense of pride and ability to live life. What would it mean to achieve a career goal without the work that it requires? Or to have the lover of your dreams without winning them over and making them fall in love with you?

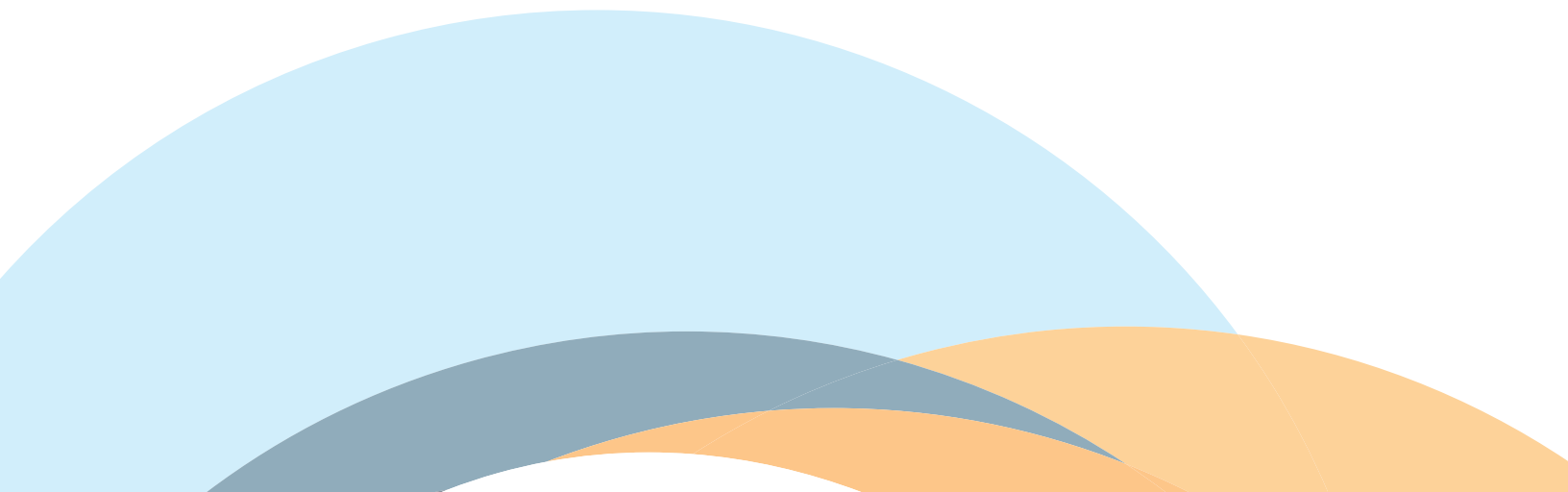
Instead, values are both the means and the ends of things you want. Your work is a value – both the focus and effort required, and the fruits. Your dream vacation is a value – both the planning, saving, and the vacation itself. Everything you do to sustain, prolong, enhance or enrich your life is a value.

Now let's get clear on what your own personal values are.

'Value' is that which one acts to gain and/or keep.

– Ayn Rand, "The Objectivist Ethics"

Observation



OBSERVATION

Welcome to the observation stage, where you connect with who you are and what you love about life. Every scientific discovery starts with observation. It's time to get scientific about who you are and what makes your happiness possible.

Knowing yourself is not easy. Try answering these seemingly easy questions:

- What do I want most at this stage in my life?
- Am I actually pursuing it?
- Is what I think I want actually what I need?
- Am I certain that what I want will actually make me a happier person?
- Are the things I want coming from me, or are they things I am expected to want?

Confusing, isn't it?

The scientific method starts with observation for good reason. If you don't systematically observe the world, your ideas, your activities, and your emotional reactions can become detached from what's real.

The same goes for your ideas about yourself. There can be a difference between what you think you want and what you actually do. Observation is a reliable way to discern which pursuits will optimally contribute to your happiness according to your nature - and that is what we're trying to observe.

The methods and exercises in this section are designed to help you identify your nature and the values you respond to while staying grounded in what's real.

ONE GOOD THING

The objective of this exercise is to develop your “Valuer Muscle” - the ability to connect with what good things look and feel like. If you do this exercise routinely, you will become stronger at identifying values that elevate your state of happiness.

Every day, for several weeks, write down, in free long-sentence form (not bullet points):

- **What is one good thing about my life?** Good things could be things you have or did, people in your life, experiences, magical moments, etc. If you run out of ideas, ask yourself: What was good about today? and focus on one little good thing that made your day better.
- **What does it mean to me?** Ask yourself why this good thing is valuable to you. Be descriptive and think about what need/s this value satisfies.
- **What does this say about me?** Think about what you can learn about yourself from this good thing. Can you identify a recurring theme? Try writing the answer to this question as a proposition. For example, I love and respect honesty and directness, I love competition and self-improvement, or I love the outdoors.

Try to have as many One Good Thing sessions per week as you can for at least three months. Hopefully, you will find the insights coming out of these short sessions so valuable that they will turn into a habit.





GOOD THINGS LOGGER

One Good Thing (Value)	How did it make me feel? What does it mean to me?	What does this say about me?



ONE GOOD THING LOGGER EXAMPLE

One Good Thing (Value)	How did it make me feel? What does it mean to me?	What does this say about me?
<p>I FINISHED A CHAPTER IN MY BOOK</p>	<p>THIS BOOK IS SO IMPORTANT TO ME. I WANT TO SHARE MY STORY WITH THE WORLD, CONVEY PHILOSOPHICAL IDEAS THROUGH IT AND ENGAGE WITH FUTURE READERS WHO WILL RESPOND TO IT.</p> <p>I AM PROUD OF MYSELF FOR MAKING CONSISTENT PROGRESS AND THAT I HAVE A VISION FOR THE FINISHED PRODUCT.</p>	<p>I LOVE IDEAS AND I LOVE SHARING THEM WITH PEOPLE. I DON'T LIKE ARGUMENTS. WRITING A BOOK OR GIVING A SPEECH ALLOWS ME TO SHARE MY IDEAS WITHOUT HAVING TO DEAL WITH MISGUIDED OPPOSITION OR IRRATIONAL COUNTER ARGUMENTS.</p> <ul style="list-style-type: none">- I LOVE IDEAS- I LOVE CREATIVE WRITING- I DON'T LIKE PEOPLE WHO WANT TO ARGUE, BUT THOSE WHO WANT TO LEARN
<p>MY DAUGHTER REGISTERED FOR A LEGAL SUMMER CAMP</p>	<p>MY DAUGHTER LOVES HER DEBATE CLUB AND IS ATTRACTED TO JUSTICE AND POLITICS. AFTER SHE STARTED ASKING QUESTIONS ABOUT THE LAW, I REALIZED THIS COULD BE A NATURAL PATH FOR HER, SO I SUGGESTED A SUMMER CAMP IN DC ABOUT THE LEGAL SYSTEM. SHE LOVED THE IDEA.</p> <p>I ALSO EFFECTIVELY EASED HER CONCERNS ABOUT HOW DEMANDING THE SEMINAR WILL BE AND NOW SHE'S LOOKING FORWARD TO IT.</p> <p>SEEING HER GET EXCITED ABOUT THE UPCOMING EXPERIENCE WAS SO REWARDING. SHE IS SMART AND TALENTED, AND I WANT TO SEE HER THRIVE.</p>	<p>I AM A GOOD FATHER.</p> <p>I WAS ATTENTIVE TO HER AND THIS IS HOW I CAME UP WITH THE IDEA.</p> <p>I SHOULD INITIATE MORE CONVERSATIONS WITH HER, BECAUSE I LOVE THOSE, AND IT ALSO BRINGS US CLOSER TOGETHER.</p>

MY VALUE GALAXY

Building on the good things you have been logging, the objective of this exercise is to group the values you've identified into **value themes**.

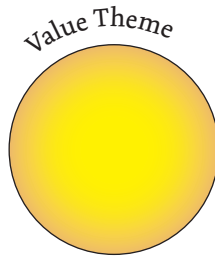
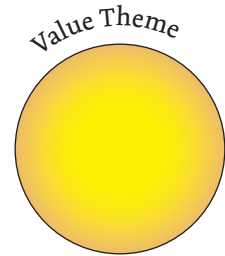
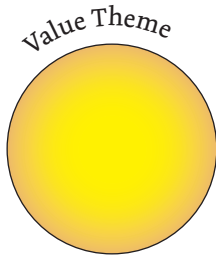
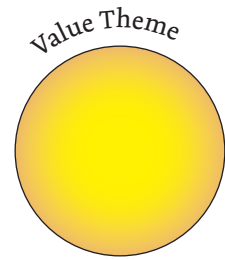
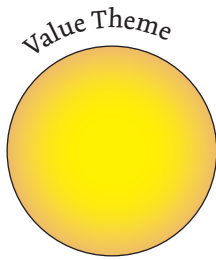
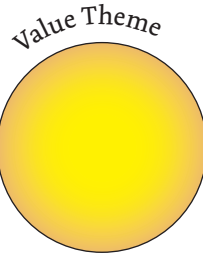
Value themes are broad categories that integrate several concrete values in your life. For example, my love for writing and public speaking both fall under the value theme of communication.

A single value can fall under several value themes - for example, my work as a car racing instructor is under both my competition and education value themes.

Understanding the broad categories of values that you respond to can help you ideate additional values in the same category or ways to combine several value themes in a single activity. Start by listing all your major values and connect them to their appropriate themes (not all values will be associated with a theme).

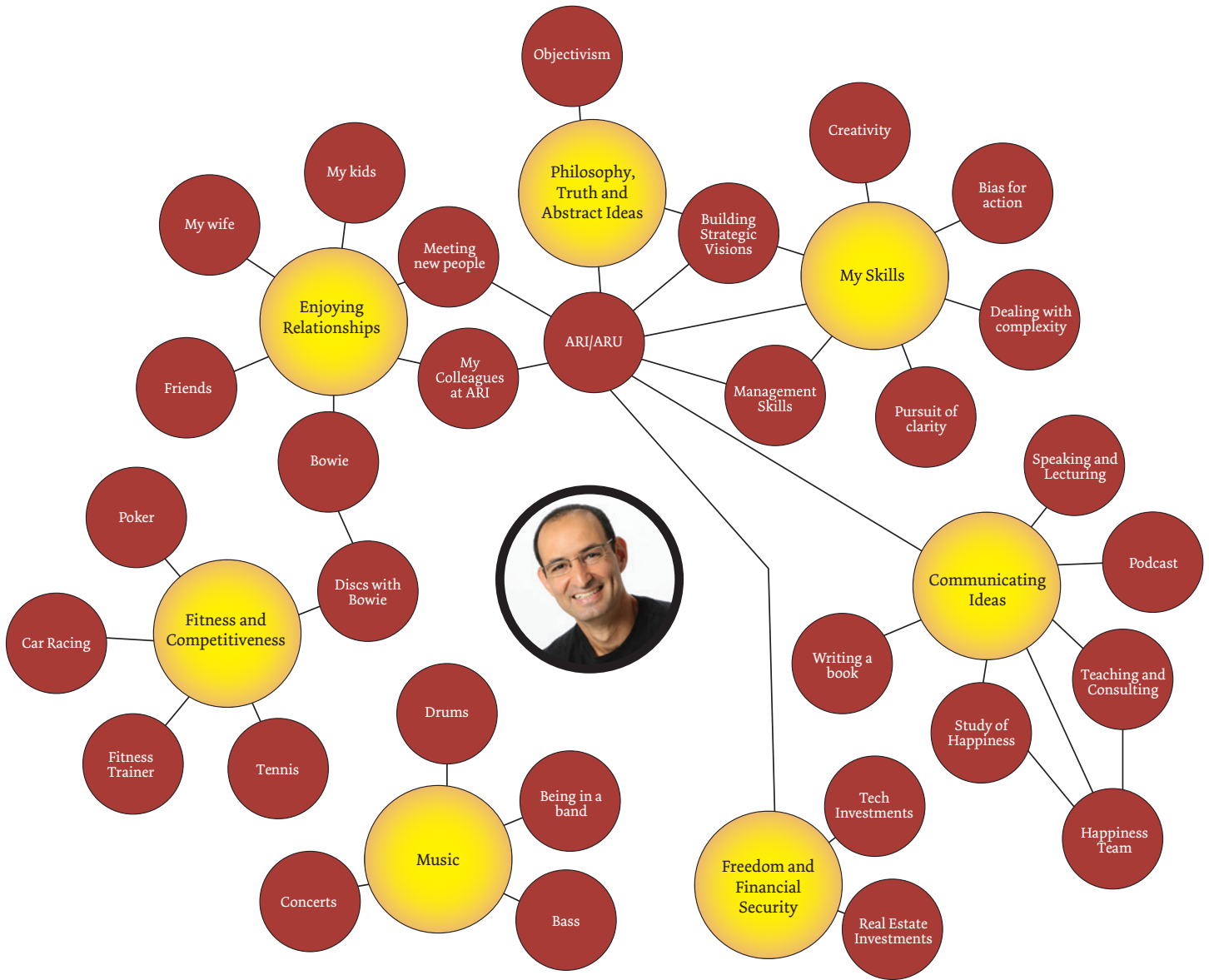


MY VALUE GALAXY





MY VALUE GALAXY EXAMPLE





MY PERFECT DAY EXAMPLE

► My Perfect Day

I LIVE IN A ONE-STORY HOUSE WITH WINDOW WALLS ALL AROUND IT ON THE TOP OF A MOUNTAIN OVERLOOKING THE OCEAN. I WAKE UP EARLY AND WORK OUT IN MY FITNESS ROOM. LATER, I HAVE BREAKFAST WITH MY WIFE AND PLAY FRISBEE CATCH WITH MY DOG. I GO BACK TO MY STUDY AND WRITE MY NEXT FICTION BOOK FOR TWO HOURS.

THEN I HAVE A MEETING WITH MY PUBLISHER ABOUT REVENUE REPORTS FROM MY LAST BEST-SELLER, THE UPCOMING LECTURE TOUR AND THE HAPPINESS WORKSHOPS THAT ARE PLANNED ALL OVER THE WORLD. THIS IS WHAT PAYS FOR EVERYTHING I HAVE.

I EAT A HEALTHY LUNCH THAT WAS PREPARED FOR ME AND SPEND AN HOUR WATCHING A TV-SERIES THAT INSPIRES ME AND TEACHES ME HOW TO ADAPT MY BEST-SELLING BOOK INTO A SCREENPLAY.

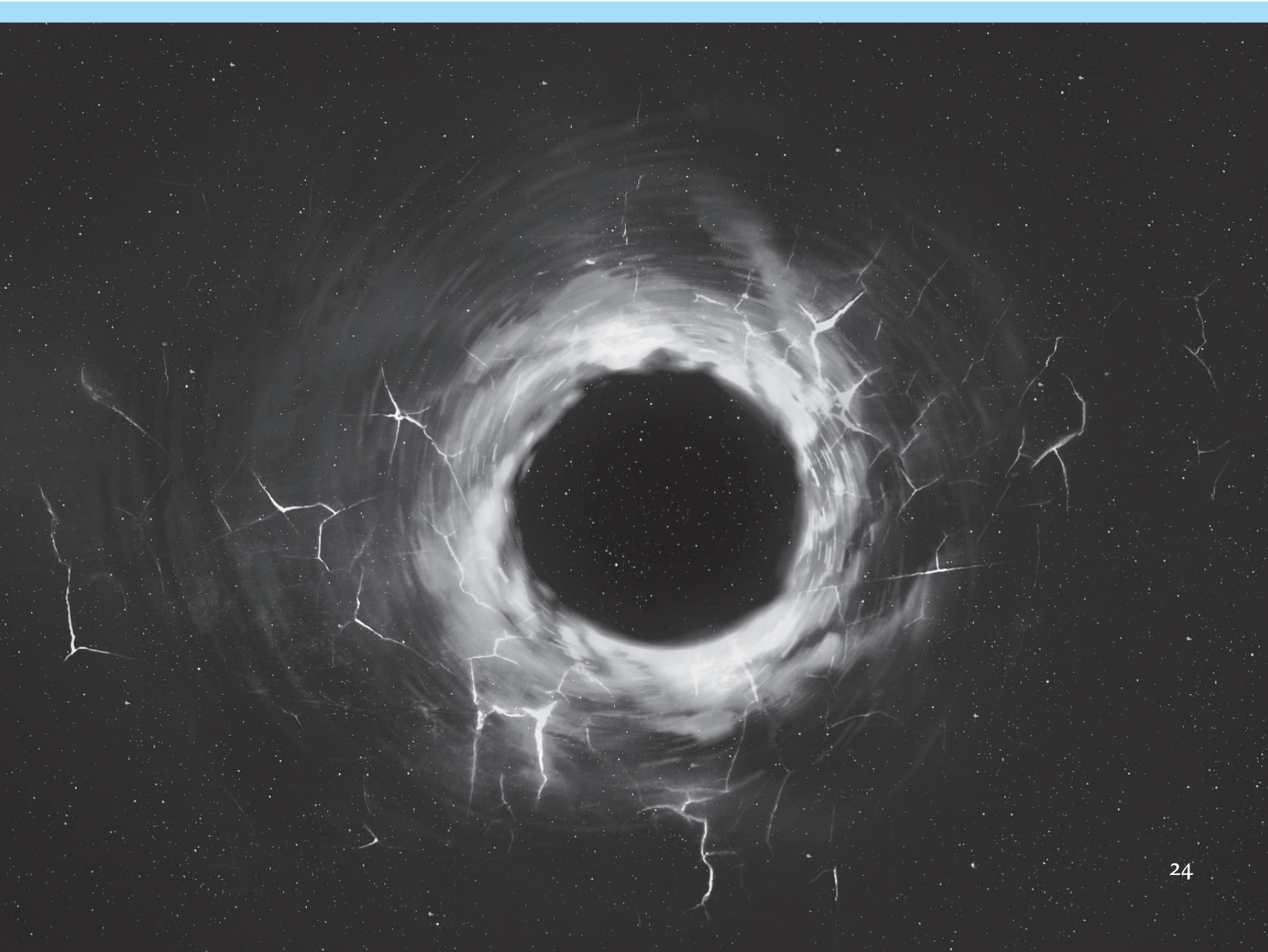
I DRIVE TO THE NEARBY RACETRACK, TAKE MY SPORTS CAR OUT OF THE GARAGE AND PUT IN SOME HOT LAPS. I GET BACK TO THE GARAGE, ANALYZE THE DATA, WRITE DOWN THE THINGS TO FOCUS ON FOR TOMORROW'S PRACTICE AND DRIVE BACK HOME.

AS MY WIFE GETS BACK FROM HER SUCCESSFUL INTERIOR DESIGN BUSINESS, WE GET DRESSED AND GO OUT TO A FANCY, ROMANTIC DINNER WATCHING THE SUNSET. WE TALK ABOUT OUR UPCOMING TRIP TO ITALY AND ABOUT WHAT'S GOING TO HAPPEN WHEN WE GET BACK HOME . . .

MY BLACK HOLES

Not everything in life is a value. In this exercise, you'll identify your anti-values or "Black Holes." Black Holes are things or people that make you feel anxious, fearful, or depressed. If you can identify the things that bring you down, you can resolve or eliminate them.

Focusing on Black Holes sharpens your positive values. For example, I hated working for a company that was overly structured and limiting. I realized that's because I love autonomy and freedom. Now I seek out creative working environments. I couldn't have discovered that without reflecting on my Black Holes.





MY BLACK HOLES

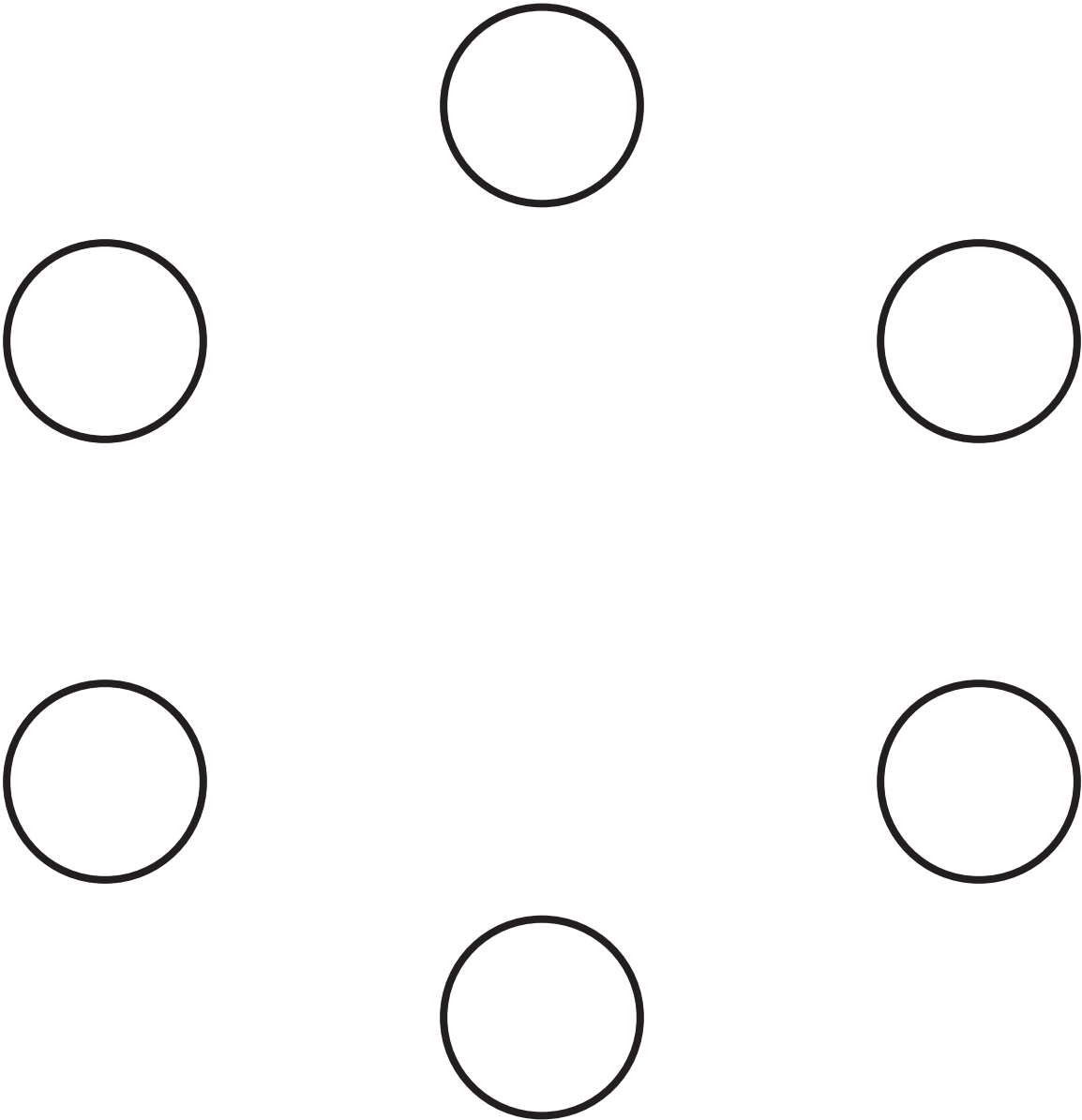
“SMOKE OUT” QUESTIONS

1	What things do I hate doing?	Why?	What is the positive value at stake?
2	What makes me anxious or fearful?	Why?	What is the positive value at stake?
3	Who makes me feel bad?	Why?	What is the positive value at stake?
4	Which places do I hate being in?	Why?	What is the positive value at stake?
5	What is creepy or repulsive to me?	Why?	What is the positive value at stake?
6	What is my biggest fear?	Why?	What is the positive value at stake?
7	What is the most boring thing for me to do?	Why?	What is the positive value at stake?
8	Do I have any more “black holes” that I would like to stay away from?	Why?	What is the positive value at stake?



MY BLACK HOLES GALAXY

Now that you have an idea of your black holes, try to compile them into Black Hole themes, with the same format as your value galaxy.



Analysis



WHAT ARE EMOTIONS?

Welcome to the analysis stage, where your main task will be to structure and prioritize your values.

As you begin your self-analysis, you may encounter unclear emotional reactions. Striving for happiness involves change, which can trigger strong feelings. Understanding what emotions are will help you assess your reactions.

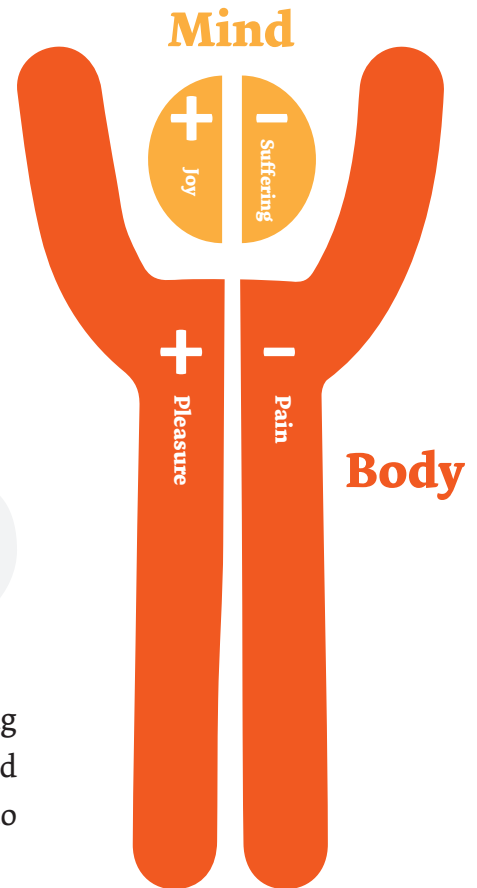
Ayn Rand offers insight into emotions and their causes:

Just as the pleasure-pain mechanism of man's body is an automatic indicator of his body's welfare or injury, a barometer of its basic alternative, life or death—so the emotional mechanism of man's consciousness is geared to perform the same function, as a barometer that registers the same alternative by means of two basic emotions: joy or suffering.

– Ayn Rand, “The Objectivist Ethics,” *The Virtue of Selfishness*

Emotions are the effects of a lightning fast judgment of whether something is good or bad for you. These “value-judgments” become automatized and may or may not be true. To change an emotional reaction, you will need to identify and evaluate the value-judgment that triggered it.

Emotions should not be ignored or suppressed. This is evading the necessary work of clarifying your automatized value-judgments. I personally went through the (sometimes painful) process of reprogramming my value-judgments and completely changing my emotional reactions. That process might be necessary if you encounter unclear or unwanted emotional reactions.





UNDERSTANDING MY FEELINGS: INTROSPECTION SHEET

Date:	
What is happening?	
What am I feeling?	
Why do I feel it? What is the cause? What is the need at stake?	
What is the thought or value-judgement behind the feeling?	
Is it true? Rational? Objective?	
What should I do next?	
What did I learn?	

MY VALUE DOMAINS

Your time is limited, and your values compete for it, just like products compete for shelf space at the store. Organizing your values helps you optimize your time investment in each. That's the objective of this exercise—to organize, prioritize and assign each value a status.

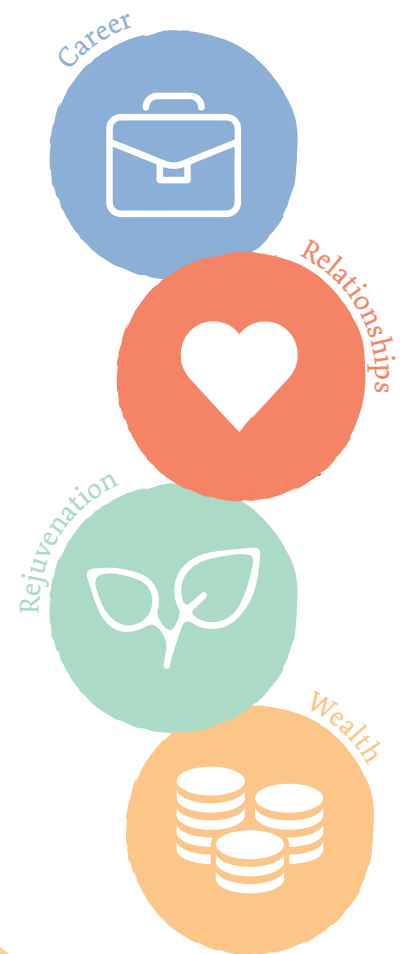
Map the values from your Value Galaxy into these four value domains:

1. **Career:** list values related to productive work and interests
2. **Relationships:** list values in four different types of relationships - romantic, family, friendship, and collegial/professional
3. **Health & Rejuvenation:** list values related to your health, enrichment, relaxation, fun and play
4. **Wealth:** list wealth-creating, wealth-building, saving, and investing activities that contribute to your financial situation

Now order the values in each domain from the most valuable to the least valuable. Some values will compete for their place in your hierarchy but try to give them the best order you can.

For each value, identify its current status by coloring or writing out whether it is Green, Yellow or Red. Green means it is going well and you want to sustain it. Yellow means it needs improvement. Red means that it is not going well and needs attention - either by removing, changing or fixing it.

Once finished, look for anything that is missing from your value map. For example, in my relationship domain, I don't have a best friend. Should I add "finding a best friend" to my map?



MY VALUE DOMAINS

Career

Relationships

Health & Rejuvenation

Wealth

MY VALUE DOMAINS DEEP-DIVE

Values are the stuff that happiness is made of, so when you look at your Value Domains, it should evoke positive emotions. After all, this is a map of the values that animate your life—your career, the people, experiences and things that are most important to you. But when I first created my Value Domain, I felt doubt. I had spent many years pursuing wrong values. I needed proof that the values on my domains were really mine.

The price of pursuing wrong values or the right values in the wrong order can be devastating. It causes frustration, resentment, loss of self-esteem and depression. It can cost you precious years and valuable energy.

In this exercise, you'll get intimate with your top values. You'll validate that each belongs and is in its right place.

For the top values in each domain of your Value Domains, answer the questions you think will add to your understanding. At the end of each section, write about how the different values in that domain compare to each other. Which is more important and why?

If your top value is a “missing value,” meaning that you don't currently possess it, use this exercise to dream about it. Imagine you are already pursuing the value and describe how it feels to experience it.

The result of this exercise should be a clearer view of which values belong on your domain and in what order. The output is a clean, re-prioritized, and color-coded value domain.





MY VALUE DOMAINS DEEP-DIVE



Career Values

My meaningful career values (1 or more):

Meaning - How meaningful, important and intimate are these values to me? Why? Am I passionate about it? Does this give me a sense of purpose, self-actualization, and expression? How “mine” are these values? How passionate and motivated am I to pursue these?

Needs - Does this value fulfill my need for creativity, self-actualization, self-expression, exploration, productiveness? How challenging is this value? How much will I learn and develop in pursuing this value? What do I need now from my productive value?

Reward - How rewarding will it be to further pursue this value? How much additional self-esteem, recognition, money, and happiness will I derive from pursuing this value?

Status & Action - Which value should I start or continue to pursue? Why? How am I doing in pursuing this value? What should I do next?



MY VALUE DOMAINS DEEP-DIVE



Romantic Relationship Value

My Romantic Relationship Value:

Meaning - How meaningful and important is my romantic relationship to me now? How critical is it for me to get more value from a romantic relationship at this point in my life?

Needs - What do I need and expect from my romantic relationship? Am I getting the passion, affection, excitement, connection, visibility, sexual satisfaction, recognition, support and cooperation from my relationship? What do I need now from my romantic relationship?

Reward - How rewarding will it be to further pursue this value? How much additional spiritual and physical satisfaction and happiness will I derive from pursuing this value?

Status & Action - How am I doing in pursuing this value? Do I get what I need? What should I do next?



MY VALUE DOMAINS DEEP-DIVE



Family Relationship Values

My Family Relationships Values (1 or more):

Meaning - How meaningful and important are my family relationships to me now? How critical is it for me to get more value from my family relationships at this point in my life? If so, with whom and why?

Needs - What do I need and expect from my family relationships? What do I need now from my family relationships?

Reward - How rewarding will it be to further pursue this value? How much additional value and happiness will I derive from pursuing this value?

Status & Action - How am I doing in pursuing this value? Do I get what I need? What should I do next?



MY VALUE DOMAINS DEEP-DIVE



Friendship & Collegial Relationship Values

My Friendship & Collegial Relationships Values (1 or more):

Meaning - How meaningful and important are my friendships & collegial relationships to me now? How critical is it for me to get more value from my friendships & collegial relationships at this point in my life? If so, with whom and why?

Needs - What do I need and expect from my friendships & collegial relationships? Am I getting the visibility, connection, cooperation, support, enjoyment, appreciation, learning and growth from my friendships & collegial relationships? What do I need now from my friendships & collegial relationships?

Reward - How rewarding will it be to further pursue this value? How much additional value and happiness will I derive from pursuing this value?

Status & Action - How am I doing in pursuing this value? Do I get what I need? What should I do next?



MY VALUE DOMAINS DEEP-DIVE



Health & Rejuvenation Values

My Health and Rejuvenation Values (1 or more):

Meaning - How meaningful and important are my hobbies, enrichment and relaxation activities to me now? Do I have health issues I need to focus on? How critical is it for me to get more value from my rejuvenation activities at this point in my life? If so, which ones and why?

Think about the following categories for your health and rejuvenation activities:

- Health - health issues, limitations on your well-being, exercise
- Enrichment - developing new skills, trying new things
- Relaxation - vacationing, resting, recharging
- Play and fun - playing games, meeting friends, partying

Needs - What do I need and expect from my health and rejuvenation activities? Am I getting the enrichment, stimulation, recharging, relaxation and enjoyment I need? Do I have the health level that I need? What do I need now from my health and rejuvenation activities?

Reward - How rewarding will it be to further pursue this value? How much additional value and happiness will I derive from pursuing this value?

Status & Action - Which value should I start or continue to pursue? Why? How am I doing in pursuing this value? What should I do next?



MY VALUE DOMAINS DEEP-DIVE



Wealth Values

My Wealth Values (1 or more):

Meaning - How meaningful and important are my wealth creation activities to me now? How critical is it for me to create wealth at this point in my life? If so, which wealth creation activities should I focus on and why?




Needs - What do I need and expect from my wealth creation activities? Do I have the resources, money and time to enable the pursuit of my top values? Do I have the security and comfort that I need? Do I need to save for future financial events or my non-wealth-producing years? If so, how do I save and how much? Do I have an investment or saving strategy? Am I clear about my financial future?

Reward - How rewarding will it be to pursue financial goals at this point in time? How much additional security, comfort, and ability to pursue other values will I derive from focusing on financial goals at this point? Is it worth it?

Status & Action - How am I doing in pursuing my financial goals? Do I have what I need? Should I define financial goals for myself at this point in time? What other wealth-producing sources can I create for myself? What should I do next?

MY CLEAN VALUE DOMAIN





After completing a deep dive into every value domain, update the hierarchy of values in your Clean Value Domain and change their status by color-coding as needed.

 Career	 Relationships
<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>
 Health & Rejuvenation	 Wealth
<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>	<hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>

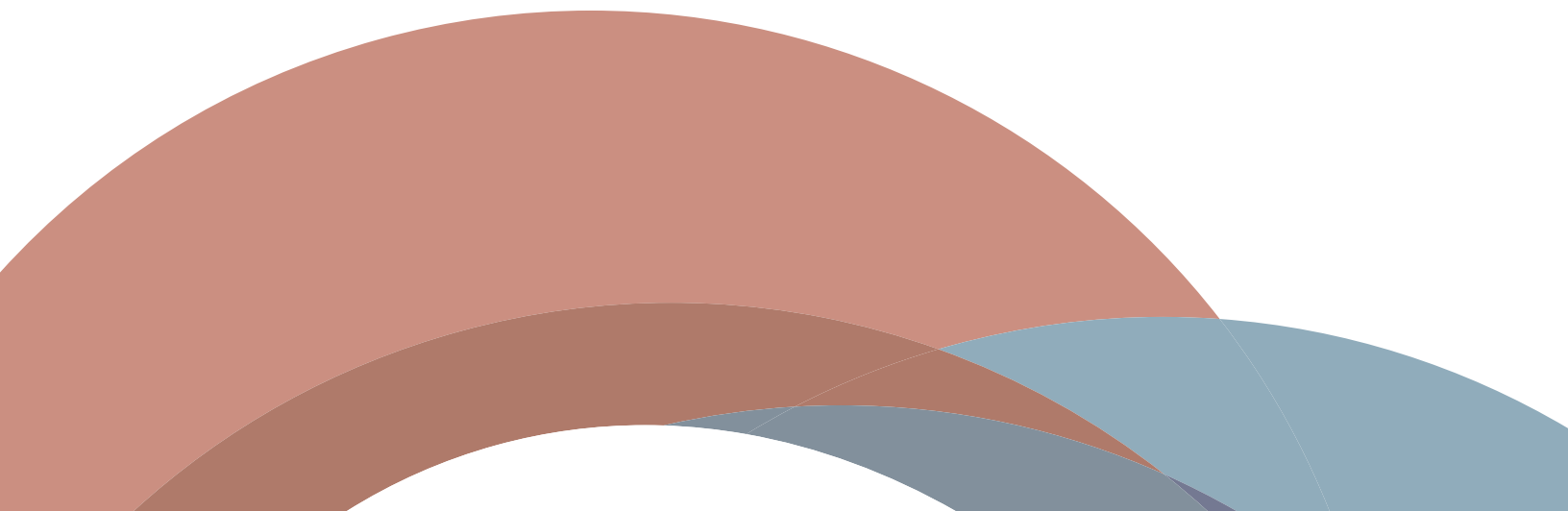
TOP PURSUIT CANDIDATES

Now that you've created a Clean Value Domain, it's time to decide which values deserve to become Pursuit Candidates. Pursuit Candidates are values that you don't currently have, but want (badly!) and are ready to take action to gain.

Looking at your Clean Value Domain, select your top Pursuit Candidates and write them below. Pursuing these values will require focus, time, energy, planning, commitment and relentless execution, so choose wisely.

 Career	 Relationships
1. _____ 2. _____ 3. _____	1. _____ 2. _____ 3. _____
 Health & Rejuvenation	 Wealth
1. _____ 2. _____ 3. _____	1. _____ 2. _____ 3. _____

Commitment



COMMITMENT

Welcome to the commitment stage, where you'll build the reasoning, planning, and motivation to commit to action.

In this stage, you'll choose the value that will impact your life and happiness the most right now: **Your Spotlight Value.**

In everyday life, you pursue a multitude of values, but you'll choose one Spotlight Value to focus on during your time with your Happiness Team. It needs to be:

- **Optimal** - One that will add the most happiness, fulfillment and self-esteem to your life.
- **Audacious** - Don't hesitate to take on goals that require tough decisions or transitions - your Happiness Team is here to support you.
- **Achievable** - One that you can make real progress toward during the workshop.
- **Reasonable** - One that you have the resources, skill and time for.

Bottom-line, choose a value/goal/project that will make the biggest difference in your life and bring you new levels of fulfillment, self-esteem, skills, excitement and enjoyment. Don't settle - go for the most inspiring thing achievable.





MY SPOTLIGHT VALUE

So, now is the time to choose - WHAT DO YOU WANT? Write it down so we can all see it.

My Spotlight Value	What will life look like when I get it? How will I know I am getting it?
--------------------	---



MY SPOTLIGHT VALUE EXAMPLE

My Spotlight Value	What will life look like when I get it? How will I know I am getting it?
<p>CREATE A HAPPINESS TEAM WORKSHOP</p>	<p>THE LIVES OF NUMEROUS PEOPLE WILL BE ENRICHED BY HAPPINESS TEAM WORKSHOPS. THE DEMAND FOR THE WORKSHOP WILL BE HIGH DUE TO POSITIVE WORD-OF-MOUTH REFERRALS. HAPPINESS TEAMS WILL BE RUNNING ALL OVER THE GLOBE AND I WILL BE INVITED TO TEACH AND LECTURE FREQUENTLY.</p> <p>HAPPINESS TEAM PARTICIPANTS WILL UNDERSTAND AND APPRECIATE THE POWER OF PHILOSOPHICAL IDEAS AND DISCOVER AYN RAND AND HER WORK.</p>



SPOTLIGHT VALUE PLANNING

My Spotlight Value	
Why is it most important to pursue? Why now?	
How motivated and/or anxious am I about pursuing this value now?	
Do I have the knowledge, time, and resources required to pursue this value now? How long will it take me? Do I need to prepare in order to pursue this value (learn, save money, rearrange life priorities, etc.)?	
What obstacles do I expect?	
Obstacle:	My solution strategy:
Obstacle:	My solution strategy:
Obstacle:	My solution strategy:



SPOTLIGHT VALUE PLANNING EXAMPLE

My Spotlight Value	CREATE A HAPPINESS TEAM WORKSHOP
Why is it most important to pursue? Why now?	I AM PASSIONATE ABOUT PHILOSOPHY AND ITS POWER TO GUIDE PEOPLE TOWARDS LONG-LASTING HAPPINESS. I'VE BEEN LOOKING FOR A NEW WAY TO EXPRESS MY PASSION FOR SPEAKING, CONSULTING AND COMMUNICATING IDEAS. THIS IS THE TIME TO DO IT - I HAVE INTEGRATED THE KNOWLEDGE NECESSARY TO COMMUNICATE MY INSIGHTS IN A STRUCTURED WAY. I HAVE A WONDERFUL SUPPORT SYSTEM TO MAKE IT HAPPEN NOW.
How motivated and/or anxious am I about pursuing this value now?	I AM HIGHLY MOTIVATED AS THE FIRST EXPERIMENT WENT WELL. I KNOW I HAVE MANY THINGS TO IMPROVE ON, BUT I HAVE THE CONFIDENCE THAT THIS WORKSHOP WILL BRING GREAT VALUE TO FUTURE PARTICIPANTS. I AM CONCERNED ABOUT THE MARKETING AND DISTRIBUTION ASPECTS OF BUILDING SUCH A WORKSHOP. I WILL NEED HELP WITH THAT.
Do I have the knowledge, time, and resources required to pursue this value now? How long will it take me? Do I need to prepare in order to pursue this value (learn, save money, rearrange life priorities, etc.)?	I HAVE MOST OF WHAT I NEED.. I STILL NEED TO FIND A DESIGNER AND TO PACKAGE IT ALL, BUT I THINK I KNOW HOW TO APPROACH THIS. I NEED TO DEDICATE MY EVENINGS AND WEEKENDS TO THIS PROJECT AS IT NEEDS MORE TIME. THIS WILL MEAN CHANGING SOME WEEKLY ROUTINES.
What obstacles do I expect?	LACK OF TIME - I WILL NEED TO CARVE OUT SOME TIME IN MY WEEK FOR THE HAPPINESS TEAM. LACK OF KNOWLEDGE - I DON'T KNOW THE MARKET AND ITS SUCCESS CRITERIA. REACHING THE RIGHT CANDIDATES - I DON'T HAVE A CLEAR IDEA OF WHO NEEDS THIS WORKSHOP.
Obstacle: LACK OF TIME	My solution strategy: CARVE OUT HALF A DAY EVERY FRIDAY AND BE COMPLETELY DEDICATED TO PREPARING AND DELIVERING THE WEEKLY SESSIONS. USE EVENINGS AND WEEKENDS TO COMPLETE ANY PREPARATION GAPS DURING THE WEEK. PRIORITIZE THIS PROJECT OVER OTHER THINGS SUCH AS PLAYING THE DRUMS, BASS AND SIM RACING.
Obstacle: LACK OF KNOWLEDGE ABOUT THE "SELF-HELP" CONTENT MARKET	My solution strategy: I WILL HAVE TO DO SOME RESEARCH ABOUT SUCCESSFUL PLAYERS IN THE MARKET AND UNDERSTAND WHAT MADE THEM SUCCESSFUL. I WILL FIND MY OWN WAY OF APPROACHING MARKETING AND DISTRIBUTION AS I DEFINE MY TARGET AUDIENCE. I MIGHT REACH OUT TO MARKETING EXPERTS IN THIS FIELD.
Obstacle: GETTING PARTICIPANTS TO THE WORKSHOP	My solution strategy: I WILL USE MY CURRENT COMMUNICATION CHANNELS AND SOCIAL MEDIA TO ATTRACT CANDIDATES. I WILL ANALYZE WHICH TARGET AUDIENCE (AGE, AFFINITY TO OBJECTIVISM, TYPE OF PERSONALITY, ETC.) GETS THE MOST VALUE OUT OF THE WORKSHOP. I WILL ALSO ASK FOR WORD-OF-MOUTH REFERRALS FROM WORKSHOP PARTICIPANTS.



STEP-BY-STEP PURSUIT MILESTONES

Milestone - What outcome should be achieved?	Actions - What actions should be taken?	Resources - Who or what do I need to achieve it?	Obstacles - What is in my way?	Solution - How do I overcome the obstacle?	Time - How long will this take me?



STEP-BY-STEP PURSUIT MILESTONES EXAMPLE

Milestone - What outcome should be achieved?	Actions: What actions should be taken?	Resources: Who or what do I need to achieve it?	Obstacles: What is in my way?	Solution: How do I overcome the obstacle?	Time: How long will this take me?
A TABLE OF CONTENTS FOR THE WORKSHOP	<ul style="list-style-type: none"> -REVIEW MY INTROSPECTION NOTES AND BUILD THE SYSTEM -WRITE THE OUTLINE 	<ul style="list-style-type: none"> -MY NOTES -QUIET TIME TO ORGANIZE IT ALL INTO A SYSTEM 	<ul style="list-style-type: none"> -TIME -ORGANIZATION OF MY NOTES 	<ul style="list-style-type: none"> -I AM GOING TO SCHEDULE WRITING SESSIONS 3 TIMES A WEEK AND HALF DAYS OVER THE WEEKEND 	1 MONTH
FIRST DRAFT OF THE WORKBOOK	<ul style="list-style-type: none"> -WRITE THE CONTENT FOR EACH WORKSHOP STEP AND MILESTONE 	CLEAR OUTLINE-	<ul style="list-style-type: none"> -TIME -CREATIVITY -MAKING IT INTERESTING AND DIGESTIBLE 	<ul style="list-style-type: none"> -CONTINUE THE EVENING AND WEEKEND SCHEDULE -PUT ASIDE OTHER PRIORITIES -REACH OUT TO MY WRITING MENTOR TO HELP WITH CREATIVE IDEAS AND APPROACHES 	3 MONTHS
PRINT-READY DOCUMENT	<ul style="list-style-type: none"> -PROOF READ CONTENT AND DO SEVERAL ROUNDS OF EDITING 	<ul style="list-style-type: none"> -PROOFREADER -EDITOR -DESIGNER 	<ul style="list-style-type: none"> -FINDING A GOOD DESIGNER 	<ul style="list-style-type: none"> -REACH OUT TO SOME CONTACTS OR LOOK FOR A CONTRACTOR 	2 MONTHS
LIST OF CONFIRMED PARTICIPANTS	<ul style="list-style-type: none"> -PRINT THE WORKSHOP MATERIALS -RECRUIT PARTICIPANTS 	<ul style="list-style-type: none"> -PRINTSHOP -SOCIAL MEDIA -INTERVIEW SCRIPT AND SELECTION CRITERIA 	<ul style="list-style-type: none"> -REACH OUT STRATEGY -WILL SOCIAL MEDIA BE ENOUGH? 	<ul style="list-style-type: none"> -TEST SOCIAL MEDIA AND EVALUATE SITUATION 	1 MONTH



MY SPOTLIGHT VALUE PITCH

You've selected the Spotlight Value that will maximize your happiness right now, considered the details and made a plan of action. Now it's time to prove that you're ready to start pursuing.

In this exercise, you'll write and deliver a sales pitch describing your value, execution plan and the benefits of success. The goal is to leverage your Happiness Team to gauge your commitment, planning and readiness. Your Spotlight Value Pitch should include the following elements:

My Spotlight Value is . . .	
I am going to . . .	
This will impact my life positively in the following ways . . .	
This is important to me because . . .	
I am ready and able to take on this challenge. I have prepared by . . .	
I expect the following obstacles . . . and will overcome them by . . .	
I will need help with . . . and will get it by . . .	



MY SPOTLIGHT VALUE PITCH - REACTIONS

Read your Spotlight Pitch to close friends and/or Happiness Team members and ask them for their reaction. The best outcome is that they feel this is the right value for you to pursue, that it's possible and feasible, that you're highly excited about it, and they can envision you achieving it.

Analyze any lukewarm/negative feedback and decide if there's something you can learn from it.

▶ Happiness Team's/Friend's Reaction



MY SPOTLIGHT VALUE PITCH TAKEAWAYS

Takeaways - What did I learn about my Spotlight Value pursuit?

1

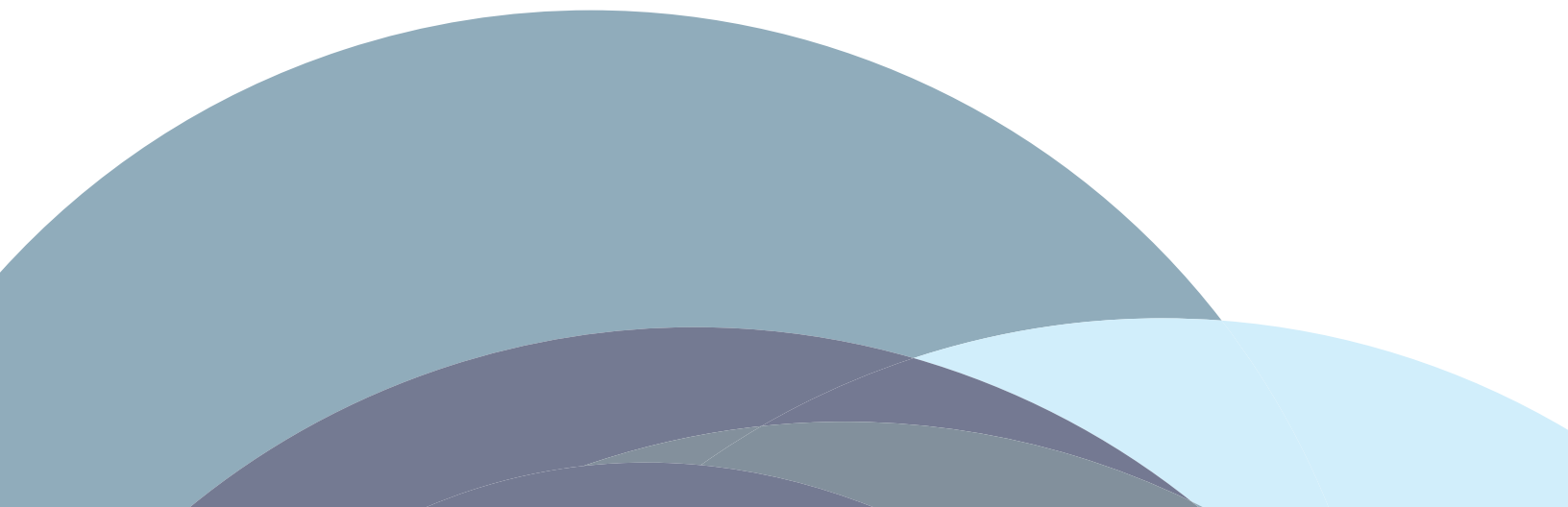
2

3

4

5

Pursuit & Monitoring



THE IMPORTANCE OF FOCUS

You are now entering the pursuit and monitoring stage, which is all about getting things done. Achieving meaningful values requires rigorous focus, but sustaining focus can be challenging. The objective of this stage is to work with your Happiness Team to foster consistency, accountability and continuous motivation toward achieving your Spotlight Value.

You have identified, validated and planned it - now it is time to go and get it. This is where your ideas become a reality. But the reality is that many will fail to translate their dreams into a concrete outcome.

To be successful in pursuit mode, you'll need to adopt the mindset of an "operator." In business, an operator is someone who maintains laser focus on achieving a goal. They are serious, accountable and fiercely committed to their project. Operators push forward, finding ways to solve problems and remove obstacles. They ignore distractions, doubts and noise.

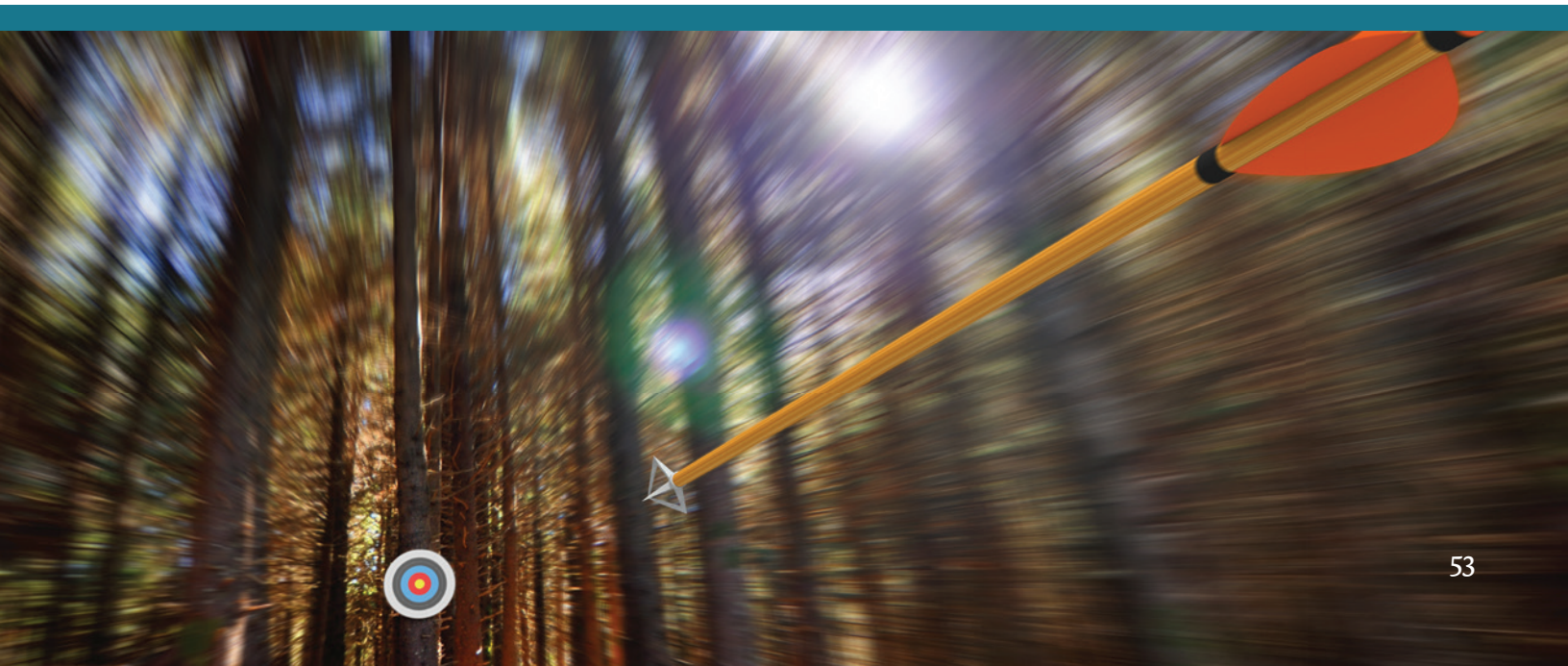
So, how to maintain focus?

First, remember that you are in "execution mode." Don't ask yourself questions such as "why am I doing this?" You've already done that thinking. Now it's time to push.

Second, when in doubt, ask. If you are unclear on how to move forward, talk to someone. Ask for ideas, connections, solutions, or anything else that can help you get unstuck.

Third, minimize set-up time. Losing the thread of thought or action can cost you time, focus and motivation. When you finish work for the day, take a minute to note where you are and what the next steps should be when you sit down to work again.

Ready? Let's go!



LEVERAGING YOUR HAPPINESS TEAM

Meaningful values are difficult and demanding. This is where your Happiness Team comes in.

Your Happiness Team members see you from the outside and can give you a different perspective. You may be wrapped up in your inner doubts and self-inflicted constraints, but your team doesn't share your risk. They may be in a better position to see opportunity without the fears, anxieties and reasons for discouragement that sometimes limit you. They can be, as Barbara Sher called it, your "affectionate ass-kickers."

Your team members are invested in your success for the simple reason that you are invested in theirs. In my experience, team members are happy to invest time, expertise and even money in helping their teammates succeed. They are there to encourage you.

You've joined a Happiness Team, don't forget to leverage them.





MY PURSUIT REPORT

My Goal							
Date	What did I say I was going to achieve by now? Am I focused?	What progress did I make?	What's next?	What's working?	What's not working?	What do I need? From Whom?	How do I feel?



MY PURSUIT REPORT EXAMPLE

My Goal	CREATE A HAPPINESS TEAM WORKSHOP						
Date	What did I say I was going to achieve by now? Am I focused?	What progress did I make?	What's next?	What's working?	What's not working?	What do I need? From Whom?	How do I feel?
XX/XX/XX	I SAID I WAS GOING TO FINISH THE WORKSHOP MATERIALS BY NOW. I AM BEHIND BECAUSE IT TAKES ME LONGER THAN EXPECTED TO MAKE PROGRESS. I GET DISTRACTED. BUT I AM STILL FOCUSED ON MY PROJECT PLAN.	I FINISHED CHAPTER 5 OF THE WORKSHOP WORKBOOK	FINISH THE WHOLE WORKBOOK AND THEN START THE EDITING CYCLE	I AM COMMITTED TO SPENDING EVENINGS AND WEEKENDS ON BUILDING THE WORKSHOP	I FEEL LOST AND HOPELESS WHEN I DON'T KNOW HOW TO LIMIT THE SCOPE OF THE WORKSHOP. I HAVE DOUBTS ABOUT THE EFFECTIVENESS OF THE EXERCISES I AM BUILDING.	I NEED HELP LIMITING THE SCOPE AND STICKING TO THE OUTLINE. MAYBE I WILL USE MY WRITING MENTOR TO HELP ME WITH THAT. I ALSO NEED IDEAS ON WHAT TYPE OF DESIGNER WILL BE BEST TO DESIGN THE MATERIAL BINDER.	I AM MOTIVATED, BUT NOT CONSISTENT. I HAVE BURSTS OF FOCUS AND GOOD WORK, BUT THEN I SPEND A LOT OF TIME NOT MAKING MUCH PROGRESS. IT IS FRUSTRATING.



MY WINNING LIST

Date	Good thing, Success, Win, Progress, Achievement	How do I feel?

MONITORING

Introspection is the skill of studying the inner workings of your mind. It's an essential tool of a truly happy person and the benefits are deep and long-lasting.

Looking inward can help you resolve negative or unclear emotions and change the automatized thought patterns that generate them. Studying the value-judgments that trigger different emotions turns your inner emotional world into a coherent, predictable and manageable place.

An emotion as such tells you nothing about reality, beyond the fact that something makes you feel something. Without a ruthlessly honest commitment to introspection—to the conceptual identification of your inner states—you will not discover what you feel, what arouses the feeling, and whether your feeling is an appropriate response to the facts of reality, or a mistaken response, or a vicious illusion produced by years of self-deception

In the field of introspection, the two guiding questions are: “*What* do I feel?” and “*Why* do I feel it?”

– Ayn Rand, *Philosophy: Who Needs It*

You will gain tremendously from slowing down and looking inwards. That's true whether you are thinking about big, life-changing decisions, or small (and sometimes seemingly insignificant) daily experiences. The quality of your inner life depends on it.



MY INTROSPECTION SHEETS

The benefits are great, but introspection is difficult to master. Humans are naturally skilled at “extrospecting,” or looking outward at the world and drawing conclusions about it. Turning your mind inwards is a learned skill. It takes courage, consistency and honesty to manage the good and the bad of your inner world.

Some objectives of introspection:

1. **Identify** and clarify your feelings
2. **Uncover** subconscious value-judgments that drive emotional reactions
3. **Relax** by taking “quiet time” during the day to think about your values
4. **Improve** problematic mental processes or irrational value-judgments
5. **Break down** complex situations and problems into smaller mental units
6. **Organize** thoughts, plan actions or responses
7. **Contemplate** and appreciate values in your life

If men identified introspectively their inner states one tenth as correctly as they identify objective reality, we would be a race of ideal giants. I ascribe ninety-five percent or more of all psychological trouble and personal tragedies to the fact that in the realm of introspection we are on the level where savages were (or lower) in regard to extrospection.

– Ayn Rand, *Introduction to Objectivist Epistemology*



MY INTROSPECTION SHEETS

Date:	
What is happening?	
What am I feeling?	
Why do I feel it? What is the cause? What is the need at stake?	
What is the thought or value-judgement behind the feeling?	
Is it true? Rational? Objective?	
What should I do next?	
What did I learn?	



MY INTROSPECTION SHEETS EXAMPLE

Date:	XX/XX/XX
What is happening?	<i>I AM STUCK WITH MY FICTION BOOK. I HAVE NOT MADE ANY PROGRESS IN THE LAST COUPLE OF MONTHS.</i>
What am I feeling?	<i>FRUSTRATED. INCOMPETENT, INEPT. HELPLESS. I WILL NOT WRITE THE BOOK I WANTED TO WRITE. IT'S TOO HARD AND I DON'T HAVE THE SKILLS FOR IT. I WANT TO WRITE THIS BOOK BUT I FEEL I DON'T HAVE WHAT IT TAKES TO MAKE IT HAPPEN.</i>
Why do I feel it? What is the cause? What is the need at stake?	<i>BECAUSE I CAN'T MAKE ANY PROGRESS. I CAN'T GET MYSELF INTO A CREATIVE MINDSET AND BUILD A BELIEVABLE STORY. EVERY TIME I SIT TO WRITE I FEEL LIKE I NEED A DAY TO RECALL WHERE I WAS.</i> <i>I NEED CLARITY. I NEED TO FEEL EFFECTIVE AND PRODUCTIVE. I NEED SELF-ESTEEM WHEN IT COMES TO MY WRITING.</i>
What is the thought or value-judgement behind the feeling?	<i>I AM NOT A GOOD WRITER AND I'LL NEVER BE ONE. I'M NOT CREATIVE AND SKILLED ENOUGH TO WRITE AN ADULT-LEVEL FICTION STORY. I DON'T HAVE WHAT IT TAKES.</i>
Is it true? Rational? Objective?	<i>I DON'T THINK SO.</i> <i>I PROVED BEFORE THAT I CAN WRITE PRETTY WELL WHEN I AM FOCUSED. I MANAGED TO WRITE A YOUNG ADULT BOOK WHEN I WAS BETWEEN JOBS AND HAD FULL DAYS AND WEEKS TO WRITE. FICTION REQUIRES THE WRITER TO BE FULLY IMMERSSED IN THE WORLD THEY ARE CREATING. IT IS HARD TO BUILD UP THIS CONTEXT WHEN WRITING INTERMITTENTLY. IT IS IRRATIONAL TO EXPECT MYSELF TO WRITE A WIDE-SCOPE NOVEL WHILE WORKING FULL-TIME AND HAVING MULTIPLE SIDE-PROJECTS. I SHOULD LEARN FROM THE EXPERIENCE OF WRITING MY PREVIOUS BOOK AND UNDERSTAND THAT I WILL ONLY BE ABLE TO WRITE THIS NOVEL WHEN I HAVE ENOUGH TIME TO WORK ON IT. UNTIL THEN, I SHOULD PUT IT ASIDE AND MAYBE JUST COLLECT PLOT IDEAS LIKE I USUALLY DO. THAT IS ENOUGH FOR NOW.</i> <i>IT IS IRRATIONAL AND COUNTERPRODUCTIVE TO FEEL CONSTANT FRUSTRATION. THE EXPECTATION IS IRRATIONAL AND CAUSES THIS FEELING.</i>
What should I do next?	<i>I NEED TO COME TO TERMS WITH AND ACCEPT THE FACT THAT I HAVE TOO MUCH GOING ON IN MY LIFE RIGHT NOW AND THAT WRITING A NOVEL WILL HAVE TO WAIT FOR ANOTHER PHASE IN MY LIFE.</i> <i>I NEED TO CHANGE THE EXPECTATION AND BE OK WITH IT.</i>
What did I learn?	<i>THAT AS USUAL, I LOAD MYSELF WITH TOO MANY THINGS FOR THE TIME I HAVE. I NEED TO START ASKING MYSELF IF I HAVE THE TIME WHEN TAKING ON A NEW GOAL OR PROJECT.</i>



UNCLOGGING YOUR PROJECT

There are 3 ways a project can get stuck:

Level 1: Practical obstacles

You might need help strategizing how to overcome obstacles. Consult with your Happiness Team members by organizing an “idea party” or ask a wider network of people for help. Seek people who have successfully dealt with the same problems you are facing. People love to help people who know what they want.

Level 2: Loss of motivation or focus

You will need to identify the source of the decreasing motivation or focus. The reasons could be:

1. Wrong value - “It’s not what I really want or need.”
 - a. Solution - go back through the process of observation, analysis and commitment to reevaluate your value hierarchy and either get re-energized or select a different value to pursue.
2. Lack of resources - “I don’t have what I need to make it happen.”
 - a. Solution - make a separate plan (even if it means putting your value pursuit project on hold) to acquire the resources you need to continue.
3. Self-esteem - “People like me don’t deserve having or achieving this.”
 - a. Start an introspective process about the question “Why do I think that I don’t deserve this value?”, trying to dig deeper into the subconscious value-judgment that is blocking you.
 - b. If this is a prevalent problem, consider starting therapy with a professional to solve deeper psychological issues.
4. Distractions or changing priorities - “Something more important requires my attention.”
 - a. Introspect whether the new priorities are really more important or whether this is the result of some kind of evasion.
 - b. Change priorities or solve the reasons for evasion.

UNCLOGGING YOUR PROJECT

5. Unexpected obstacles - “This is much harder or more complicated than I anticipated - I don’t want it anymore.”
 - a. Reassess your commitment to pursuing this value based on the new information.
 - b. Break down the pursuit into smaller steps so it feels achievable.
 - c. Evaluate different strategies of pursuing your value - are there simpler ways to get what you want?
 - d. Choose a different value to pursue.

Level 3: Complete, overwhelming sense of despair or anxiety

“I don’t know why I’m losing motivation, and I can’t get myself to act regardless of how important the value is to me.”

1. Start a wider introspective process to uncover deeper value-judgments and thoughts that are triggering those emotions.
2. Potentially see a professional to help guide and monitor your introspective process.





INTROSPECTION ABOUT GETTING STUCK

What is happening?

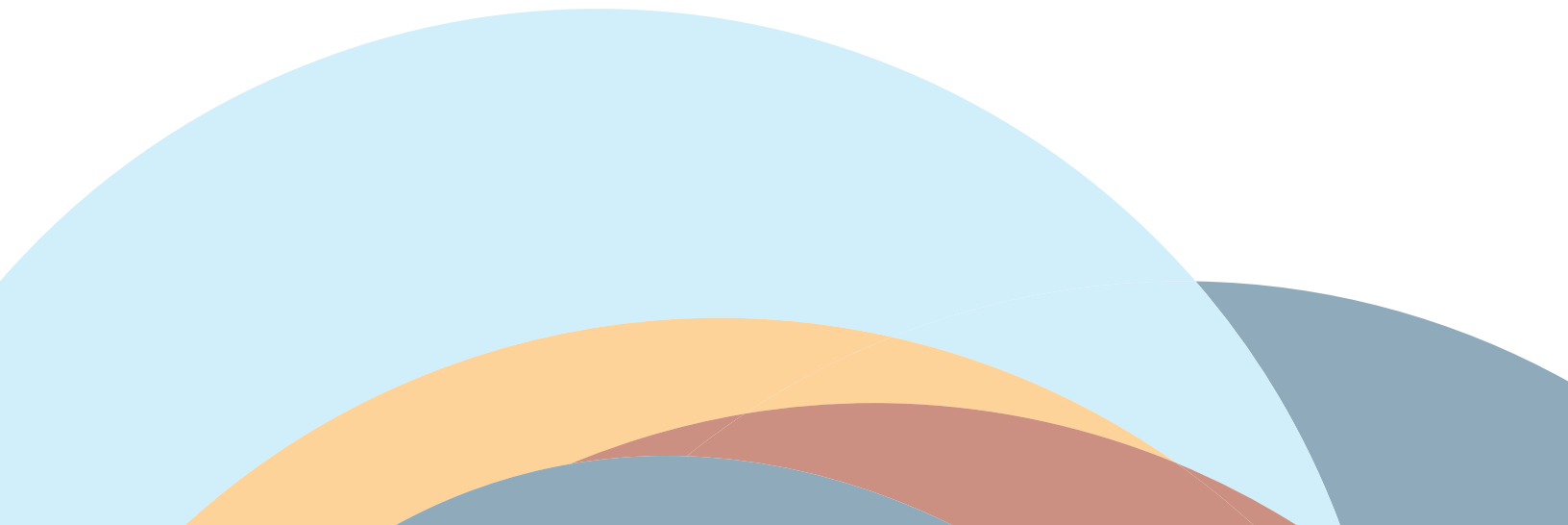
What am I feeling?

What is the thought behind the feeling?

Analysis: What do I think is the reason for me being stuck?

Solution: What do I think I should do to get myself unstuck?

Appendix



LIST OF FEELINGS

Feelings tell us whether our needs are being met or not met. This list is neither exhaustive nor definitive. It is to support people's development of feelings literacy.

PEACEFUL

tranquil
calm
content
engrossed
absorbed
expansive
serene
loving
blissful
satisfied
relaxed
relieved
quiet
carefree
composed
fulfilled

LOVING

warm
affectionate
tender
appreciative
friendly
sensitive
compassionate
grateful
nurtured
amorous
trusting
open
thankful
radiant
adoring
passionate

GLAD

happy
excited
hopeful
joyful
satisfied
delighted
encouraged
grateful
confident
inspired
touched
proud
exhilarated
ecstatic
optimistic
glorious

PLAYFUL

energetic
effervescent
invigorated
zestful
refreshed
impish
alive
lively
exuberant
giddy
adventurous
mischievous
jubilant
goofy
buoyant
electrified

INTERESTED

involved
inquisitive
intense
enriched
absorbed
alert
aroused
astonished
concerned
curious
eager
enthusiastic
fascinated
intrigued
surprised
helpful

MAD

impatient
pessimistic
disgruntled
frustrated
irritable
edgy
grouchy
agitated
exasperated
disgusted
irked
cantankerous
animosity
bitter
rancorous
irate, furious
angry
hostile
enraged
violent

SAD

lonely
heavy
troubled
helpless
gloomy
overwhelmed
distant
despondent
discouraged
distressed
dismayed
disheartened
despairing
sorrowful
unhappy
depressed
blue
miserable
dejected
melancholy

SCARED

afraid
fearful
terrified
startled
nervous
jittery
horrified
anxious
worried
anguished
lonely
insecure
sensitive
shocked
apprehensive
dread
jealous
desperate
suspicious
frightened

TIRED

exhausted
fatigued
inert
lethargic
indifferent
weary
overwhelmed
fidgety
helpless
heavy
sleepy
disinterested
reluctant
passive
dull
bored
listless
blah
mopey
comatose

CONFUSED

frustrated
perplexed
hesitant
troubled
uncomfortable
withdrawn
apathetic
embarrassed
hurt
uneasy
irritated
suspicious
unsteady
puzzled
restless
boggled
chagrined
unglued
detached
skeptical

LIST OF HUMAN NEEDS

WELL BEING

Sustenance/Health

abundance/thriving
exercise
food/nutrition
rest/sleep
sustainability
support/help
survival
wellness

Safety/Security

comfort
confidence
emotional safety
familiarity
order, structure
predictability
protection from harm
relaxation
self-esteem
shelter
stability
trust

Peace/Beauty/Rest

acceptance
appreciation, gratitude
awareness
balance
clarity
ease
equanimity
harmony
presence
recreation
relaxation
simplicity
space
tranquility
wonder

EXPRESSION

Autonomy/Authenticity

choice
congruence
consistency
continuity
dignity
freedom
honesty
independence
initiative
innovation
integrity
power
transparency, openness
wholeness

Creativity/Play

adventure
discovery
fun
humor
inspiration
joy
movement
passion
spontaneity

Meaning/Contribution

aliveness
achievement, productivity
celebration/mourning
challenge
competence
efficacy
effectiveness
feedback
growth
learning, clarity
mystery
participation
purpose, value

CONNECTION

Love/Caring

affection
closeness
companionship
compassion
intimacy
kindness
mattering/importance
nurturing
partnership
presence
sexual connection
touch
warmth

Empathy/Understanding

awareness
clarity
communication
consideration
hearing (hear/be heard)
knowing (know/be known)
presence
respect
seeing (see/be seen)
sensitivity

Community/Belonging

cooperation
equality
fellowship
inclusion
interdependence
harmony
mutuality
reciprocity
solidarity
support
trust

© 2022 Tal Tsfany

All rights reserved.

No part of this workbook may be reproduced, or stored in a retrieval system, or transmitted in any form or by any means, electronic, mechanical, photocopying, recording, or otherwise, without express written permission of the author.