

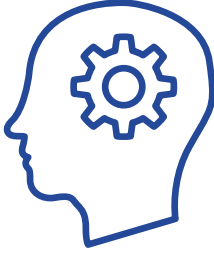
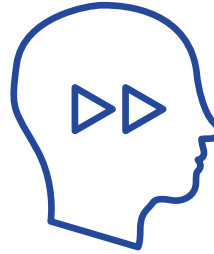

CONDUCTING A TIME TRAVEL AUDIT

This exercise will help you apply the concept of Conducting a Time Travel Audit.

Rapid Application Learning Activity Worksheet	
<p>While watching the video <i>Conducting a Time Travel Audit</i>, you learned that when you understand the Time Oriented Mindset of your team and your customers, you can dramatically increase your ability to sell your ideas, influence others and accelerate success. Understanding the mindset of your customers will allow you to jump into their time zone – where they feel comfortable – and walk them into the future.</p> <p>A key point to remember is that mindsets can be changed when you walk people from one time zone (mindset) to another rather than trying to force them or drag them into the future.</p>	
Time Travel Audit	<p>A Time-Oriented Mindset Assessment can be used to determine whether an individual has a Past, Present or Future mindset. Knowing the orientation of an employee, customer or any individual helps leaders and teams understand how to increase communication, collaboration and results inside organizations. When you know the mindset orientation of the people you are interfacing with, you can mentally meet them in their time orientation and move them into a more beneficial time orientation without alienating them.</p>
Past Mindset	<p>People who feel most comfortable with how things used to be, generally demonstrate resistance to change, and usually delay using the latest technology because they think the tools and processes they have been using are proven and working well. They have a worldview described as “things happen too fast,” “the future doesn’t look so good,” or “the good old days are behind us.”</p>
Present Mindset	<p>People who are comfortably working with current technology, but generally wait until new methods or devices are proven or implemented by others before using them. They demonstrate a willingness to stay current, and devote time trying to keep up. They have a worldview described as “if it’s not broken, don’t fix it.”</p>
Future Mindset	<p>People who are looking forward to new advancements in technology and the tools they use personally and professionally. They are aware of proposed changes in devices, software, and apps, as well as innovative applications for new tools. They have a strong willingness to experiment with the latest devices and software upgrades. They are generally first to acquire new technology. They have a worldview described as “the best days are yet to come” and tend to be impatient, thinking that things are changing too slowly.</p>

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Rapid Application Learning Activity Worksheet	
<p>Activity #1</p> 	<p>Write down three actions you can take today to personally or professionally move toward the future.</p>
<p>Activity #2</p> 	<p>Can you apply some of the actions you identified above to lead your teams or organization into the future?</p>
<p>Activity #3</p> 	<p>Think about your current team or work group. Can you identify a mentor or coach that you can partner with to help support or lead efforts to walk into the future?</p>