

Four Basic Human Dynamics

- People are consciously and *unconsciously* predicting the future
- People's behavior is shaped by their predictions
- People want to be right about their predictions
- Predicting the future is more than a one time event

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Source: *Mastering Momentum: A Practical and Powerful Approach for Successful Change*,
Michael H. Vinitzky and Patti J. Ayars



1

Key Momentum Questions

- Is this outcome worth taking a stand for?
- Are we making progress?
- Is this change worthwhile for me?
- Am I confident we will be successful?

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2