

*This workbook is a collaborative work by Jeff Glaze and Susan Grimm.
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- ❖ What behavior patterns and attitudes have you developed that display this belief or fear? (for example, unable to approach people who are chatting together in a group at a meeting, not making good eye contact, etc.) List them in the table below.

Present Behavior Patterns and Attitudes	Alternate Behavior Patterns and Attitudes

- ❖ The discomfort you feel is a result of a behavior pattern or reaction to a previous experience in your past. What healthy and more productive behavior patterns and attitudes could you substitute, for those you listed above? In a networking environment, observe how others handle the same type of situation that makes you uncomfortable.
- ❖ What do you think would happen if you started adopting alternate and more productive behavior patterns and attitudes? Write out the results you envision.
