



THINKING
LEADERS

AWARENESS

**Above and Below
the Line Thinking**

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WWW.THINKINGLEADERS.COM**

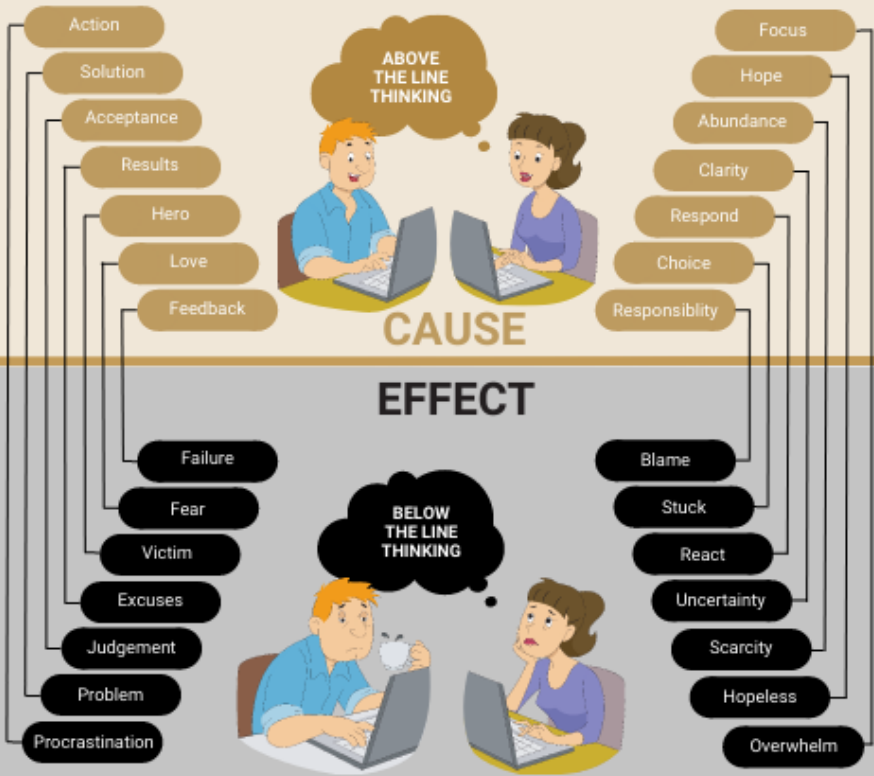


MODELS TO LOOK AT THE WAY WE TURN UP IN & APPROACH LIFE

Above the line vs below the line thinking; cause and effect; language relevant to both spheres. What we focus on, is what we get, to the exclusion of everything else. Mindfully choose where you play the game of life.

WORLD OF RISKY (AND FUN) PROBLEMS
Where GROWTH happens!

WORLD OF SAFE (AND ICKY) PROBLEMS
Where GROWTH is inhibited!



Where is your thinking? Is it above or below the line?

**ABOVE
THE
LINE**

What are my responsibilities?

Confident

Am I taking ownership and accountability?

Good eye contact

What could I be doing differently?

Relaxed posture and body stance

What is my role here?

Calm and steady breath

How can I make a difference?

How can I support and add value?

How can I be helpful?

Characterised by 'what, when and how' questions

Above the line feelings are action-orientated:

I statements

Enthusiasm

Replacing 'but' with 'and'

Empowerment

Solution or future-orientated language

Compassionate

Using inclusive language such as 'ours, we, us' instead of 'they, them and you'

Open and curious

**BELOW
THE
LINE**

Blame

Nervous/anxious butterflies in stomach or chest

Excuses and justifications

Tension in your muscles and body

They are wrong

Holding breath or shallow breathing

Disconnected

Feeling pressure in the head

It's got to be my way

Finger pointing

It's not my fault

Absolute language such as:

Below the line feelings are negative:

No

Suspicion

But

Overwhelm

Must

Fear

Always

Impatience

Never

Frustration

Should



QUESTIONS FOR YOU...

What is one area of your life you want to be different?

What would be ideal?

What stories have you told yourself about why can't you have it the way you want it?

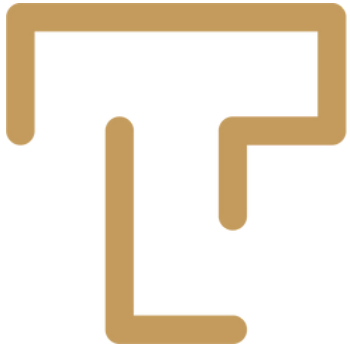


QUESTIONS FOR YOU...

Why can't you achieve it? Why can't you just make it happen?

What's in your way?

What would serve you and take you in the direction you want to go?



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