



Says

What have we heard them say?
What can we imagine them saying?

an automatic response vocalized by someone who did not quite get what he heard

u can use it to convey that you have heard information from a source other than yourself.

imaginations, intense sensory experiences, and a strong ability to give meaning to these images and feelings

Imagination is a concept of the mind and the concept has truth in it, a "potential" reality which is more experienced than seen.



Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

Talk about your aspirations in unique terms, while staying realistic and always keeping the position top-of-mind

a desire for something to happen, a wish for things to change for the better or a particular dream or aspiration.

The only things we can control in life are our thoughts, feelings, and behaviors

relational culture, cultural experiences, age, sex and gender and technology,



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participant observation, non-participant observation, covert observation, and overt observation

controlled observations, naturalistic observations, and participant observations.

the result of something called a "mental workplace," a neural network that coordinates activity across multiple regions of the brain.

Waves of positive thinking about our future naturally ease us into all kinds of blissful serenity.

Fear is an emotional reaction to a specific, real danger, while anxiety is an excessive and unfocused fear that may be triggered by a variety of stimuli.

Physically relax: Take a spa day, get a massage, or simply sit in a comfortable chair and relax for a few minutes

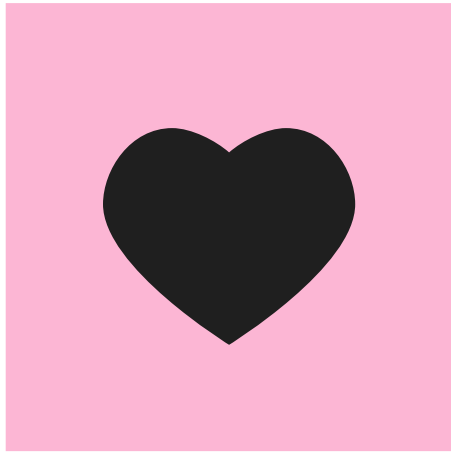
The emotions you feel each day can compel you to take action and influence the decisions you make about your life, both large and small.

Many people want to be different from others but also seek a sense of belongingness



Does

What behavior have we observed?
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?

See an example