

Apply S.A.M

When And With Whom Might You Use This Tool?

S.A.M. is the outward mindset pattern. Applying the pattern will turn you outward in your efforts (either individually or collectively). The questions included in this tool will help you apply S.A.M. to any workplace situation.

How to Use It

Identify a current situation you'd like to improve.

Then apply the outward mindset pattern—S.A.M.—to that situation by doing the following:

1. See Others

What are others in this situation wanting/trying to accomplish?

2. Adjust Efforts

- a) How have I/we gotten in their way or added to their challenges, trials, burdens, or pains?
- b) Think of other ways (large, medium, or small) that I/we have mistreated or neglected this person or group.
- c) In light of all this, identify something I/we feel I could and should do for this person or group.

3. Measure Impact

How can I/we keep myself (or ourselves) accountable for having a positive impact in this situation and on this person or group?

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Situation

See Others	Adujust Efforts	Measure Impact
	a)	
	b)	
	c)	