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Subject to explore:

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People/group involved:

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**Mental models worksheet**

**My Truth**

**Us Together**

**Their Truth**  
(as I understand it)

Take a bird's eye view of your truth and theirs (as you understand it).

**The Facts**

What are the basic facts of the issue?

*What common ground do you see?*

What facts might they have that you don't & vice versa?

**The Thinking**

What are the dominant thoughts that come up for me around this subject? What facts or concerns are most important in my mind?

*Where can you be flexible?*

What might their dominant thoughts be? What facts or concerns might be most important in their thinking?

**The Feeling**

What feelings - either emotional, or physical feelings in your body - come up for you when you think about the subject or attempt to discuss it?

*What might they be willing to compromise on?*

What feelings might they have? Consider their body language, posture, expressions and other outward expressions of feeling.

**The Beliefs & Expectations**

What beliefs might I have around this subject or around the other person's point of view? What expectations do I have?

*What can you create from?*

What beliefs and/or expectations might they have? *(This is a good opportunity to consider how you've been showing up & how that might be perceived)*

**The Values**

Which of my core values are coming into play?

*What shared purpose can you see?*

What values might they have that will matter to them in any discussion or collaborative effort?



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