

# Change Anything™ Course Details

*Change Anything Training™ is a one-day classroom course that teaches a breakthrough methodology for solving any individual behavior challenge. Through targeted practice, group activities, video case studies, games, and self reflection, individuals learn to recognize the personal, social, and environmental forces of influence currently working against them—and then turn them in their favor. By doing so, they become more engaged and productive, and ten times more likely to solve complex problems.*

Training Day		
7:30 AM	Breakfast	
8:00 AM	<b>Lesson One: Introduction (50 minutes)</b>	<ul style="list-style-type: none"> <li>Uncover potential career-limiting habits.</li> <li>Learn to avoid the Willpower Trap.</li> <li>Choose a personal change challenge.</li> <li>Draft a meaningful results statement.</li> </ul>
8:55 AM	Break	
9:05 AM	<b>Lesson Two: Create Vital Behaviors (45 minutes)</b>	<ul style="list-style-type: none"> <li>Learn the power of being both the scientist and the subject.</li> <li>Identify crucial moments.</li> <li>Create vital behaviors.</li> </ul>
9:50 AM	<b>Lesson Three: See All Six Sources (50 minutes)</b>	<ul style="list-style-type: none"> <li>Uncover the two factors that drive behavior: motivation and ability.</li> <li>Learn to “see” the Six Sources of Influence.</li> </ul>
10:50 AM	Break	
11:00 AM	<b>Lesson Four: Love What You Hate (60 minutes)</b>	<ul style="list-style-type: none"> <li>Define personal motivation.</li> <li>Learn how to get personal motivation working for you rather than against you. Use value words.</li> <li>Refute your self-justifying story.</li> <li>Draft a personal motivation statement.</li> </ul>
12:00 PM	Lunch	
1:00 PM	<b>Lesson Five: Do What You Can't (40 minutes)</b>	<ul style="list-style-type: none"> <li>Define personal ability.</li> <li>Recognize that new habits almost always require new skills.</li> <li>Identify the skills you need.</li> <li>Conduct a skill scan.</li> </ul>
1:45 PM	Break	
1:55 PM	<b>Lesson Six: Turn Accomplices Into Friends (50 minutes)</b>	<ul style="list-style-type: none"> <li>Learn the five roles of social influence.</li> <li>Identify the steps to holding a transformation conversation.</li> <li>Identify your friends and accomplices.</li> <li>Change the mix of friends and accomplices.</li> </ul>
2:50 PM	<b>Lesson Seven: Invert Your Economy (40 minutes)</b>	<ul style="list-style-type: none"> <li>Define structural motivation.</li> <li>Learn to recognize the costs of bad habits and the rewards of good habits.</li> <li>Use rewards by targeting small wins.</li> <li>Put something at risk by tapping into the power of loss aversion.</li> </ul>
3:35 PM	Break	
3:45 PM	<b>Lesson Eight: Control Your Space (40 minutes)</b>	<ul style="list-style-type: none"> <li>Define structural ability.</li> <li>Use the physical environment to make bad behavior harder and good behavior easier.</li> <li>Learn to build fences, manage distance, and use tools and cues.</li> </ul>
4:25 PM — 5:00 PM	<b>Lesson Nine: Change Anything (35 minutes)</b>	<ul style="list-style-type: none"> <li>Discover the tools for “putting it all together.”</li> <li>Turn bad days into good data.</li> <li>Connect with ChangeAnything.com.</li> <li>Fill out your Change Plan: My First Experiment.</li> </ul>

## Trainer Certification

Use our trainer certification program to enable your trainers to offer the highest quality in-house training course available today.

We also advocate leader-led training as the most effective approach for helping employees acquire and retain new skills.



## Participant Materials

- 8 ½ x 11 Participant Toolkit with robust change appendix (110 total pages)
- The Science-of-Change Model card
- Change Anything “Big idea” card
- Change Anything Audio Companion (4-CD set wherein the *New York Times* bestselling authors of *Change Anything* dive deeper into targeted change tactics)
- Bestselling book *Change Anything: The New Science of Personal Success*
- Changer coin
- A trial subscription to ChangeAnything.com, complete with a post-training change plan and additional tools, community support, and coaching
- A free subscription to the *Crucial Skills Newsletter*, a weekly e-mail service
- Access to our additional learning resources at [www.crucialskills.com](http://www.crucialskills.com)

Call 1.800.449.5989 or visit us at [www.vitalmarts.com/changeanythingtraining.aspx](http://www.vitalmarts.com/changeanythingtraining.aspx)



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