

## Rule 11: Relationships Determine Results

### Step One

Discuss the three approaches to people problems with your team:

1. Change the situation
2. Change the person
3. Change yourself

### Step Two

Discuss times team members (and you) employed each solution and the results.

### Step Three

Take turns describing what your behavior would have looked like if you would have chosen solution #3 instead of the solution you actually acted on. How might this choice have altered the outcome?

