

Structure of a *Powerful Request Worksheet*

What is the **Shared Context**

- Commitment or Vision
- Relationship
- Authority

❖ What are the

Conditions of Satisfaction

- **Who** is accountable
- By **When** will it be complete
- **What** is to be delivered
 - **Quantity**
 - **Objective** criteria
 - **Observable** results

❖ What is the **Response**

- **Decline**
- **Counter Offer**
 - A fresh request; return to top of form.
- **Accept**
 - **Withdraw**
 - **Renege**
 - A fresh request; return to top of form.
 - Promiser **Declares Complete**
 - Requester **Rejects & Withdraws**
 - Requester **Accepts** and request is complete
 - Requester **Rejects** deliverable and makes fresh **Request**

