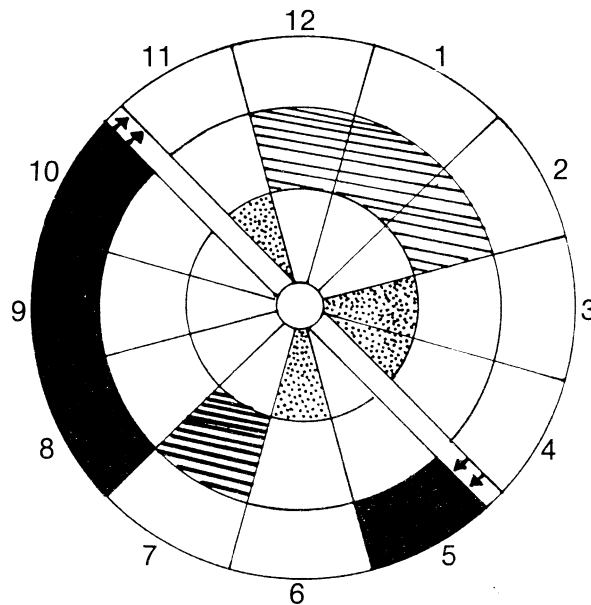





# GOAL ORIENTATION INDEX PROFILE SHEET

## THE CONATION CYCLE

The Conation Cycle is an entrepreneurial problem solving/decision making model. The twelve categories of goal-oriented behavior found in the **GOAL ORIENTATION INDEX** reflect the twelve steps of goal accomplishment depicted in the model below.



1. Recognize need, problem, challenge, opportunity (see and hear what is going on)
2. Set goal (decide what to do)
3. Brainstorm alternatives
4. Assess risks associated with each alternative
5. Select strategy (make up your mind, be decisive, decide how to do it)
6. GET YOUR ACT IN GEAR (visualize how things will be when you have accomplished your goal)
7. Organize (make a plan to do the work in a specific time-frame)
8. Make it happen (follow through on the plan)
9. Push on (don't procrastinate)
10. Wrap it up (finish what you start)
11. Ooo & Ah! (evaluate and give yourself a treat when you have accomplished the goal)
12. Purpose, long range direction

The model is shown, visually, in the figure above. Also shown are three categories of goal-oriented behavior: ACTING , PLANNING , and REFLECTING . The figure demonstrates the interaction of reflecting, planning, and acting behaviors within the total goal accomplishment process. The small arrows within the model indicate the times when one must "gear up" (energize) to act and then "gear down" (disengage) in order to reflect and plan.