

**Workshop: Needs**

Your top 5 Needs	5 Behaviors you dislike most in others
1)	
2)	
3)	
4)	
5)	

1. On the right side write the 5 behaviors you dislike most in others.
2. On the left side write your 5 Needs from your PinPointer result.
3. Explore any correlations / connections between the behaviors and your Needs.
4. Consider the list of behaviors: "What Need or Needs might that person have that would compel them to behave in such a way?"

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5. Given YOUR Needs what behavior might YOU exhibit that others might dislike or misinterpret?

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6. What action might you take as a result of the learnings from this exercise?

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Join fellow UPschool members at an upcoming live coaching on Needs to explore this topic further.