

## BEST! A Framework for Self-Awareness

Adapted from:

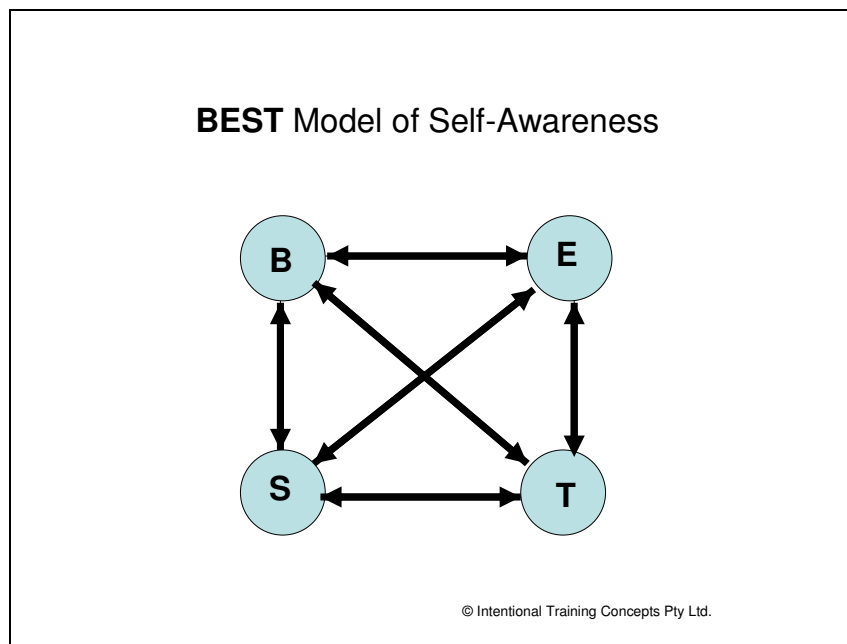
- Grant, A.M. & Greene, J. (2001). *Coach yourself: make real change in your life*. Edinburgh Gate, UK: Pearson Education.
- Greene, J. & Grant, A.M. (2003). *Solution-focused coaching: Managing people in a complex world*. Edinburgh Gate, UK: Pearson Education.

It's easy to get annoyed when others judge you incorrectly. "That's not what I meant!" you protest. But *perception*, it seems, is everything. How can they know what's going on inside you? And how can you really know what's driving what *they* say and do?

There are four domains of experience:

- **B**ehaviour (what can be directly observed in your words and actions);
- **E**motions (immediate feelings and predisposition to feeling *states*);
- **S**ituatuion or environment; and,
- **T**houghts (your inner conversations with yourself).

Each of these four areas interacts with the others. The first response to an event (**S**) is usually emotional (**E**), followed by a conversational *script* inside your head (**T**). You might think this is hidden from view but others can see or *sense* what's going on by observing your behaviours (**B**)!



You can use the **BEST** framework to understand what's going on inside your head and why you respond to situations the way you do. Getting others to perceive you *accurately* is like driving a four-wheel drive vehicle across rocky terrain. You need traction from all four wheels. That means *self-awareness* of your **B**ehaviours, your **E**motions, and your **T**houghts in response to the **S**ituation.