SESSION 5
HOW TO SET SENSORY-RICH ACHIEVEMENT GOALS

OBJECTIVES

At the end of this session you'll be able to:

- *Review your Personal Assessment form and select the desirable high-achiever habits you would like to possess.*

- *Write sensory goal statements for each of the desirable high-achiever habits you selected.*

- *Prioritize and select the one high-achiever habit you most urgently need to develop.*

BACKGROUND

Many programs have been developed which provide methods for goal setting. They explain how to determine, analyze, set, and hopefully realize your goals. Most of these programs teach you how to write lengthy goal statements.

Though these programs have their benefits (the emphasis on the importance of written goal statements and goal setting has helped many people), for the most part, they are not as effective as they should be.

Words and verbal goal statements alone will not build the necessary internal driving forces that allow you to sustain a hard, long-term work effort toward the realization of your goals.

PRACTICE

Here are some guidelines for effective goal setting that will help you formulate clear and concise sensory goals.

1. **Result-oriented**: The goal statement must focus primarily on the desired result. I must specifically state what it is you want to achieve. A one sentence statement will usually be adequate.
2. **Time Specific**: The specific time frame for the achievement of your goal must be defined. When you have a reference of time, it adds a dimension of motivation to the goal setting process. It also gives you a logical framework for dividing, planning, and pacing the actions necessary to achieve your goal.

3. **Measurable:** You must have defined a standard of measure, a specific criterion or a target at which to direct your efforts. When your goal is measurable you are more easily motivated to work toward its end. You can, on a daily basis, measure your progress toward the achievement of the goal and take corrective actions if you are off   target. The immediate feedback of your progress reinforces your motivational drives toward the goal.

4. **Sensory Impressions:** Write a detailed statement of the sensory impressions you'll feel when you realize your goal, i.e., what it will look and sound like and how it will feel, taste, and smell. Also, detail the emotions you'll experience upon the realization of your goal.

5. **Positive Consequences:** Write a statement of the "payoff" or positive consequences you'll derive from achieving the goal.

Test your sensory goal statement with these questions:
  A. Is this something I really desire?
  B. Is this humanly achievable?
  C. Will it change me and make me grow?

POINTS TO REMEMBER

  • Before setting your high-achiever goals, first review your Personal Assessment form. Use the form as a tool to help you select the behaviors you would like to possess.

  • Select five or more high-achiever goals drawing at least one from each of the high achiever categories.

  • If goals are to take root in your nervous system and motivate you to action, they must be embellished with rich sensory detail.
  Success is not a place but a journey. Your sense of accomplishment should come along the way.

SENSORY GOAL SETTING FORM

GOAL STATEMENT: **(Result-oriented, time-specific, and measurable.)**

SENSORY DESCRIPTION: **(How it will look, sound, feel, taste, and smell when it is achieved and the emotions you'll experience upon its achievement.)**

SIGHT:

SOUND:

FEEL:

TASTE:

SMELL:

EMOTION:

CONSEQUENCES: (The benefits of "pay offs" you'll receive as a result of achieving your goal.)

PROGRESS CHECK

Answer each question by filling in the blank spaces with the correct answers.

1. To be effective a goal statement must be _____, _____, and _____. It must also be embellished with _____ detail and list the _____ you'll experience upon its achievement.

2. To select the high-achiever goals you would like to achieve, you:

3. To select one high-achiever behavior you are in most need of acquiring you:

4. Sensory goals are more effective than verbal and written goal statements because: