

## Transition of Attitude in implementation of any new out of box idea.

Code # 1	Get lost	-100%	I am rejecting the idea as it conflicts with my pre-conceived notions / thinking / paradigms	Rejection
Code # 2	I Won't	0%	Well, I understand what you are saying but I can no way accept your idea.	Resistance
Code # 3	I Can't	2%		
Code # 4	I don't know How	5%		
Code # 5	I Wish I could	15%		
Code # 6	What is it	20%		
Code # 7	I think I might	25%	I might agree with the idea but I have my own doubts and reservation on its use.	Semi -Partial Acceptance
Code # 8	I might	30%		
Code # 9	I think I can	35%		
Code # 10	I can	40%		
Code # 11	I will	50%	I am in line with your thinking.	Partial Acceptance
Code # 12	I DID	75%	I applied the idea and it really works, it is terrific.	Full acceptance
Code # 13	I Prescribe, I Own	100%	I give the idea to my close associates. I made them also successful. In the true sense, the idea now belongs to me. I own it.	Assimilation