

# INDIVIDUAL ACTION PLAN

QUESTION	YES/NO	COMPLEMENTARY QUESTIONS	CONCRETE ACTIONS (30 DAYS)	CONCRETE ACTIONS (3 MONTHS)
<b>1. DO YOU KNOW WHAT YOUR PURPOSE IS?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> Are you clear about your purpose?</li> <li><input type="radio"/> Have you ever done the exercise of defining and writing it down?</li> <li><input type="radio"/> Which is the verb with which you define yourself?</li> <li><input type="radio"/> If you have already defined your purpose, what are you willing to sacrifice to achieve it? What are you not ready to give up to achieve your purpose?</li> <li><input type="radio"/> Which elements or indicators will show that you are on the right track to achieving your purpose?</li> <li><input type="radio"/> Do you understand the difference between purpose, objectives, and tasks?</li> </ul>		
<b>2. ARE YOU SUCCESSFUL?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> How do you define success?</li> <li><input type="radio"/> Which are the three indicators that help you define a person as successful?</li> <li><input type="radio"/> Which are the fears that limit your progress towards success?</li> <li><input type="radio"/> Which behaviors of successful people should you reinforce in your life?</li> <li><input type="radio"/> Which of the six traps limit you the most, and how can you get out of them?</li> </ul>		
<b>3. ARE YOU HAPPY?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> What does being happy mean to you?</li> <li><input type="radio"/> Can you list three situations or circumstances that make you feel happy?</li> <li><input type="radio"/> What situations in your life could you change to feel happier?</li> <li><input type="radio"/> Do you think that your happiness depends on other people? Can you change this way of thinking? How can you change it?</li> <li><input type="radio"/> Do you often compare yourself with someone else? With whom? Does comparing yourself with somebody else bring you anything positive?</li> <li><input type="radio"/> Do you view situations you face for the first time with a positive or negative attitude?</li> </ul>		
<b>4. ARE YOU MOTIVATED?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> Which are your sources of inspiration?</li> <li><input type="radio"/> What aspects of what you do daily keep you motivated?</li> <li><input type="radio"/> What activities lift your spirits when you feel unmotivated?</li> <li><input type="radio"/> Do you consider motivation and effectiveness to be related?</li> <li><input type="radio"/> Which discouraging personal or professional situation could you learn to view from a positive perspective?</li> <li><input type="radio"/> Are you going the extra mile to improve some aspect of your immediate environment or reality?</li> </ul>		

## INDIVIDUAL ACTION PLAN (CONTINUATION)

QUESTION	YES/NO	COMPLEMENTARY QUESTIONS	CONCRETE ACTIONS (30 DAYS)	CONCRETE ACTIONS (3 MONTHS)
<b>5. ARE YOU SOMEONE WHO ADDS VALUE TO OTHERS?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> Which of the twelve golden principles do you apply, and which should you reinforce?</li> <li><input type="radio"/> Do you consider yourself a person who gives more smiles than criticism?</li> <li><input type="radio"/> Is it easy for you to give more than what is asked of you, or do you give just what is expected, no more and no less?</li> <li><input type="radio"/> Do you see the world as a universe of infinite opportunities or a limited space where you have to grab what little there is?</li> <li><input type="radio"/> Do you expect to receive first and then give, or do you give without expecting something in return?</li> <li><input type="radio"/> Are you a tolerant and supportive person, or should you improve?</li> <li><input type="radio"/> Do you practice reciprocity often?</li> </ul>		
<b>6. ARE YOU FOCUSED?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> Do you plan a lot but barely execute, or do you have concrete plans and focus on achieving them?</li> <li><input type="radio"/> Which are your top three strengths?</li> <li><input type="radio"/> Do you usually close all unfinished business in your personal and professional interactions?</li> <li><input type="radio"/> What trenches should you get out of?</li> <li><input type="radio"/> Do you resort to improvisation more than you should?</li> <li><input type="radio"/> Do you always try to consider the details in everything you do?</li> </ul>		
<b>7. ARE YOU RESILIENT?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> What is your attitude whenever you have a problem or encounter an obstacle?</li> <li><input type="radio"/> Do you consider yourself the victim of a person or circumstance? How would you refocus this?</li> <li><input type="radio"/> Is there any nostalgic memory of your past that does not allow you to achieve a goal in particular?</li> <li><input type="radio"/> Do you often attribute unwanted results to some external situation or factor?</li> <li><input type="radio"/> Have you ever had a thought that does not correspond with your character?</li> <li><input type="radio"/> Could you think of and reflect on two situations where you did not get the expected results yet tried again to reach your goals?</li> </ul>		
<b>8. ARE YOU A PERSON OF INTEGRITY?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> Which are the three main paradigms on which you base your behavior?</li> <li><input type="radio"/> Do you think you are a person of integrity? If not, what should you do to improve?</li> <li><input type="radio"/> How do you react when you perceive that others without the necessary merit are in a better position than you?</li> <li><input type="radio"/> Do you consider this statement by Benito Juárez valid: "The respect for the rights of others is peace"?</li> <li><input type="radio"/> What prevails in you when making a decision: personal benefit or that of the majority?</li> </ul>		

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<b>9. ARE YOU TRUSTWORTHY?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> ¿Do you think people can trust you to do what you have promised?</li> <li><input type="radio"/> Are there rules you have a hard time following?</li> <li><input type="radio"/> Do you think it is worth being reliable even if others do not value or appreciate it?</li> <li><input type="radio"/> How reliable are you in meeting your deadlines to complete a project?</li> <li><input type="radio"/> Do you consider yourself as a formal, reliable person?</li> </ul>		
<b>10. ARE YOU HUMBLE?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> Do you consider yourself as a humble person?</li> <li><input type="radio"/> Are you anchored in your achievements, or are you open to new opportunities?</li> <li><input type="radio"/> Do you consider yourself as a grounded person?</li> <li><input type="radio"/> Do you see money as a means or as an end in itself?</li> <li><input type="radio"/> Do you have people in your circle who can be assertive with you?</li> <li><input type="radio"/> Do you consider that you suffer from professional presbyopia?</li> </ul>		
<b>11. ARE YOU COHERENT?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> How do you identify if a person is coherent?</li> <li><input type="radio"/> Which personal, professional, or entrepreneurial qualities might others identify in you?</li> <li><input type="radio"/> Do you think you should improve your efforts to be a person who lives according to the values you admire?</li> <li><input type="radio"/> Do you know how to say no?</li> </ul>		
<b>12. ARE YOU A LEADER?</b>		<ul style="list-style-type: none"> <li><input type="radio"/> Which of the six characteristics of a great leader represent a challenge for you?</li> <li><input type="radio"/> Can you filter pressure?</li> <li><input type="radio"/> What excuse do you have to avoid constant training?</li> <li><input type="radio"/> How do you recognize your team's effort?</li> <li><input type="radio"/> Do you consider yourself as an empathetic person?</li> </ul>		