

Change:

Potential losses

Preferred outcome

Loyalties

Obligations?
Hidden alliances with people
inside/outside immediate groups?

**Relationship
& Power**

How affected? How much do they care?
Power: what resources do they control,
who wants those resources?

Identity
Competence
Comfort
Security
Reputation
Time
Money
Power
Control
Status
Resources
Independence
Righteousness
Job
Quality of life



Player

Highest values

Commitment and beliefs?
What do they care most about?