Dynamic Presentations
Deena Gornick. Maynard Leigh Associates

Victim Chooser

Approaches and Attitudes to Change

Victims
- POOR ME
  - Ignores
  - Opportunities
- BLAMER
  - Denies
  - Opportunities

Choosers
- CREATOR
  - Makes
  - Opportunities
- PIONEER
  - Seeks
  - Opportunities
- PLAYER
  - Takes
  - Opportunities

Effectiveness

Responsibility

High

Low

Reactive

Proactive