

Funnel

- ▶ This technique is useful when the consequences (reactivity, emotions) are way out of proportion to the adversity.
- ▶ Four questions:
 - ▶ Tell me what is the most upsetting part of that for you?
 - ▶ What does that mean to you?
 - ▶ What is the worst part of that for you?
 - ▶ Assuming that is true, why is that so upsetting to you?
- ▶ Follow up work
 - ▶ Is there evidence to support that belief? Evidence to the contrary? Is this belief useful? Is what you have been doing in this situation getting you what you want?