




### SAMPLE MULTIPLIER DEVELOPMENT PLANS

	More Comfortable 	Moderately Comfortable 	Less Comfortable 
<b>Talent Finder</b>	Genius watch and document the projects you see people naturally select, including yourself	Try the <i>Name the Genius</i> Experiment for individuals on your team	Try the <i>Name the Genius</i> Experiment across an entire team
<b>Liberator</b>	Actively identify meetings where you tend to talk a lot and write down the purpose of the meeting, along with your role	Try the <i>Play Fewer Chips</i> Experiment	Begin to extract yourself from meetings
<b>Challenger</b>	Elicit ideas using <i>Extreme Questions</i> for 5 minutes	Elicit ideas using <i>Extreme Questions</i> for 1-3 hours	Try the <i>Lay a Concrete Challenge</i> Experiment
<b>Community Builder</b>	Seek out opinions from those who don't readily speak up	Use the Shared Inquiry method from <i>Junior Great Books</i> (see page 106) to lead a basic debate	Try the <i>Make a Debate</i> Experiment
<b>Investor</b>	Identify areas where you tend to take over on projects; identify what triggers you to take over	Try the <i>Give It Back</i> Experiment	Try the <i>Give 51% of the Vote</i> Experiment