Gather your family members, friends, coworkers, or colleagues together and hold a regular discussion about the principles and strategies found in the book Change Anything: The New Science of Personal Success. Here are a few questions to get you started:

**Part I: The Science of Personal Success**

**ESCAPE THE WILLPOWER TRAP**
1. What can you learn from Walter Mischel’s marshmallow experiment?
2. What is the Willpower Trap?
3. What can you learn from Kyler and his friends?
4. What are we blind to and outnumbered by?
5. How has the Willpower Trap affected your attempts at change?

**BE THE SCIENTIST AND THE SUBJECT**
1. What is the solution to Tim’s problem? Where did he go wrong?
2. What would have been different in your past attempts at change if you had played the role of scientist and subject?
3. Why do you need to identify crucial moments and create vital behaviors?
4. Which of the six sources of influence do you tend to rely on most? Which do you almost never consider?
5. How can you turn bad days into good data?

**Part II: The Six Sources of Influence**

**SOURCE 1: LOVE WHAT YOU HATE**
1. How would change be easier for you if you could change how you felt about certain behaviors?
2. How does clarifying your default future help you alter your feelings about change?
3. What value words can you use during crucial moments to help motivate you to do the right thing?
4. How can you turn your change challenge into a game?

**SOURCE 2: DO WHAT YOU CAN’T**
1. Why can gaining new skills be more effective than simply trying harder?
2. What skills and/or knowledge might help you better handle your crucial moments?
3. What is deliberate practice? How can it help you?
4. What is the “will skill”? How can you learn this important skill?

**SOURCES 3 AND 4: TURN ACCOMPILCES INTO FRIENDS**
1. Which of your acquaintances are accomplices (those who model or host bad behavior) and how do they negatively influence you?
2. Which of your acquaintances are friends (those who coach you or provide support) and how do they positively influence you?
3. Which friends might you need to distance yourself from?
4. What transformation conversations do you need to hold?

**SOURCE 5: INVERT THE ECONOMY**
1. What mistake did the consulting firm make when they awarded “The Road Warrior of the Year”?
2. Why do incentives and rewards often fail to create the intended change?
3. How can you take advantage of “loss aversion”?
4. As you work toward change, what small wins can you reward?
SOURCE 6: CONTROL YOUR SPACE

1. What “fences” can you build to make your personal environment safer?

2. Why are visual cues so powerful? How can changing or creating cues help you keep on track?

3. What can you do to engage your autopilot?

4. How are tools conspiring against your plan to improve? How can you transform these enemies into allies?

Part III: How to Change Anything

CAREER: HOW TO GET UNSTUCK AT WORK

1. Most of us have a career-limiting habit—a habit that keeps us from achieving our potential at work. What are examples of career-limiting habits you observe in others?

2. What career-limiting habit might your colleagues or boss encourage you to change? What habit do you think you should change to be significantly more effective at work?

3. Aside from fulfilling the basic requirements of your job, what subtle yet essential components of your job will distinguish you as a top performer?

4. How can you enlist the help of your physical surroundings as Melanie did?

WEIGHT LOSS: HOW TO LOSE WEIGHT AND GET FIT—AND STAY THAT WAY

1. What are your weight loss/fitness crucial moments? How can learning from your failures help you lose weight and keep it off?

2. What healthy habits do you struggle with? How can you learn to love eating healthy and exercising regularly?

3. What diet and exercise skills and/or knowledge are you lacking that would help you better handle your crucial moments?

4. How can you use loss aversion to motivate yourself to be healthy?

5. What changes can you make to your environment that will enable you to be healthy?

FINANCIAL FITNESS: HOW TO GET—AND LIVE—OUT OF DEBT

1. What magical act lays the foundation of financial stability?

2. What are the characteristics of the times, feelings, or circumstances that lead to your financial missteps?

3. How can you learn to value the peace of financial stability over the pleasure of spending money?

4. How can redefining normal help you identify your financial accomplices and friends?

5. How did Tyson and Shiree invert the economy? What low-risk, cost-free rewards can you add to your plan?

ADDITION: HOW TO TAKE BACK YOUR LIFE

1. Why is it important to note that compulsive behaviors are related more to wanting than to liking?

2. How can telling the whole vivid story, using value words, and making your change a game help you get through withdrawal symptoms?

3. How did Lee’s wife help him overcome his smoking addiction? How did his father help? How about Facebook friends?

4. What “carrot” did Lee put at risk of losing? How can you take advantage of loss aversion?

RELATIONSHIPS: HOW TO CHANGE US BY CHANGING ME

1. Would you substantially improve your relationship with your partner if you changed your own (rather than your partner’s) behavior?

2. Why is the way couples argue more important in predicting happiness than the number of happy moments they have together?

3. How can seeing your partner as a villain and yourself as a victim sabotage your ability to change?

4. What aspects of your environment are creating problems in your relationship?

Note: These discussion questions are not intended for use in corporate training and are only meant for informal reading groups or book clubs. For inquiries regarding training courses, please call us at 1.800.449.5989.