

**ChangeGrid Interpretation  
Quick Reference Guide  
Layer 1 — Response States**

Response State	Key Phrase	Key Words	Emotional State	Emotions	Reasoning Abilities	Decision Making Abilities	Resource Availability	Level of Control	Overall Productivity
<b>Stress</b>	I know I need to do something but I don't know what to do! Just tell me what to do and I will do it.	Panic	Unresourceful	Anger Grief Fear Shame	Emotionally-Ruled	Reactive	Scarce	Out of Control	Counter-Productive
<b>Power•Stress</b>	I know I need to do something. I know exactly what I'm going to do and I'm going to do it now!	Buy Change	Mixed	Lust	Mixed	Active	Limited	Seizing Control	Very Productive
<b>Power</b>	I know I need to do something. I just haven't decided what to do yet. So I'm looking at options.	Shop Consider Evaluate	Resourceful	Pride Confidence	Logically-Ruled	Proactive	Adequate	In Control	Generally Productive
<b>Power•Apathy</b>	I know I need to do something. I just wish someone else would do it.	Delegate "Toss"	Mixed	Complacency Ambivalence	Mixed	Passive	Abundant	Assumed Control	Somewhat Productive
<b>Apathy</b>	Do something? I don't need to do anything. Things are fine just the way they are.	zzzzzz	Unresourceful	Apathy Shame	Emotionally-Ruled	Inactive	Unlimited	Illusion of Control	Unproductive