TRADITIONAL MINDSET	APPRECIATIVE APPROACH
Look for errors	Look for opportunities
Look for the cause of the problem	Look for the solution to the problem
Critical attitude	Positive attitude
Focus on what is missing	Focus on what we have
Focus on obstacles	Focus on resources
Scepticism and suspicion	Trust
Focus on what we want to get away from	Focus on what we want

FIGURE 6.31
Traditional mindset vs. appreciative approach.