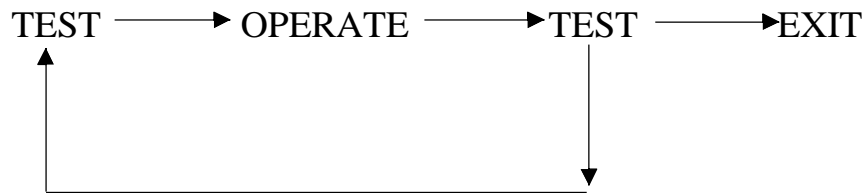# Strategy Sequencing - the T.O.T.E. Model

A model to analyse the sequence of activity in our representational systems, typically operating outside conscious awareness, that take us from Present State to Desired State.

T.O.T.E. stands for :-

TEST ⟶ OPERATE ⟶ TEST ⟶ EXIT

This model explores the detail of how we cycle through representational sequences as part of our thinking strategies, en route from Present State to a particular Desired State / outcome.

TEST (1)   the initial cue(s) that triggers the sequence of activity toward a particular outcome, based on (probably) unconscious awareness of the difference between the present state and the desired state. The first test includes setting of the criteria for the Desired State.

OPERATE   what we do internally or externally to alter the Present State and bring it closer to the Desired State.

TEST (2)   the comparison we make between the new Present State and the criteria already established for the Desired State. If the criteria are not adequately matched, we recycle in one or more of the following ways :-
⇨   adjusting the criteria for the Desired State
⇨   changing or refining the outcome
⇨   applying other operations

EXIT   when we decide the new Present State adequately matches the criteria we exit the loop.