



What Job(s) Are You Hired to Do? (see pages 103-108 and 112-119)

This “Jobs to Be Done” template (provided on the following two pages) is for spouses to complete together. Each spouse should take one sheet and complete the template *on their own*. Once completed by both spouses, the two sheets can be folded in half vertically (4.25"x11") and answers to the four questions can be compared side-by-side, box-by-box (A to A, B to B, etc.) and discussed *together* as a couple. (It may sound a little tricky. Just listen to the companion audio for clarification on the process, if needed.) Then answer the two questions below.

What did you learn from the exercise? What surprised you?

How can you better perform the “jobs” for which you have been hired?



Jobs to be Done / Roles to be Fulfilled (Spouse 1)

<p>A – What “jobs” did your spouse hire <u>you</u> to do?</p>	<p>B – What “jobs” did you hire your <u>spouse</u> to do?</p>
<p>C – What “jobs” would your spouse <u>say</u> he/she hired <u>you</u> to do?</p>	<p>D – What “jobs” would your spouse <u>say</u> you hired <u>him/her</u> to do?</p>



Jobs to be Done / Roles to be Fulfilled (Spouse 2)

<p>B – What “jobs” did your spouse hire <u>you</u> to do?</p>	<p>A – What “jobs” did you hire your <u>spouse</u> to do?</p>
<p>D – What “jobs” would your spouse <u>say</u> he/she hired <u>you</u> to do?</p>	<p>C – What “jobs” would your spouse <u>say</u> you hired <u>him/her</u> to do?</p>