

#### **COACHING: PRE-SESSION FORM**

Client Name:		
Date:		
Session Number:		
Certified FocalPoint Coach:		
Last Week's Wins:		
1		
2		
3		
Last Week's Uncompleted Actions:		
1		
2		
3.		
Why?		
My Goals for this week:		
1.		
2		
3		
Most Important Learnings from the material:		
1		
2		
3		
PLEASE COMPLETE AND EMAIL TO	OR FAX TO	

## **Module 1**

# GAIN POWER THROUGH CLARITY

**Created by Campbell Fraser** 



# Clarity 1-1







# **Know Thyself**

#### **Overview**

Behavioral research suggests that the people who are most effective are those who understand themselves — both their strengths and their weaknesses. Such self-awareness enables them to develop strategies to meet the demands of their environment.

In this session, you will learn how to respond to problems and challenges, how to effectively communicate your point of view to others and how to better understand the viewpoint of others.

### **Coaching Objectives**

After completing this session, you will be able to:

- Gain a clear understanding of your behavioral style.
- Accept and appreciate the differences in people.
- Communicate more effectively.



Behavioral research suggests that the people who are most effective are those who understand themselves — both their strengths and their weaknesses. Such self-awareness enables them to develop strategies to meet the demands of their environment.

A person's behavior is a necessary and integral part of who they are. Some of our behavior comes from 'nature' (inherent) and some comes from 'nurture' (our upbringing). Observable human behavior is the universal language of "how we act". We can assess our behavior with an instrument called Talent Insight, sometimes called a DISC assessment.

With this assessment tool, you will learn how you react to problems and challenges, how you influence others to your point of view, how you respond to the pace of the environment and to rules and procedures set by others. In addition, you will learn about the attitudes that motivate you most strongly, those where your feelings range from positive to indifferent based on other priorities in your life at the time, and those in which you feel indifferent.

When you have completed the Talent Insight assessment and have been debriefed by your FocalPoint coach, complete the application exercises.



# **Application Exercises**

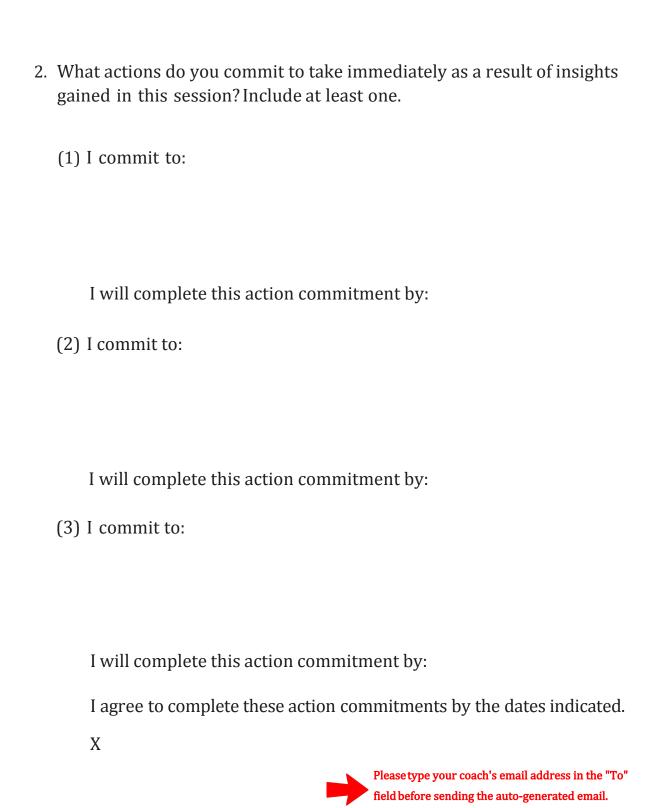
- 1. What are the most valuable insights you gained from your **Talent Insight** assessment tools?
  - •
  - •
  - •
  - •
  - •
  - •
  - •
  - •



CLIENT:

COACH:

DATE:





#### **COACHING: POST-SESSION SCORECARD**

Client Nan	ne:					
D 1						
Session N	umber:					
Certified F	ocalPoir	nt Coach:				
INSIGHT #1 INSIGHT #2 INSIGHT #3	2:					
ACTION ITE ACTION ITE ACTION ITE	EM #2:					
SESSION OV	'ERVIEW	AND ASSESSMEN	T (1= Strong	ly Disagree, 5	=Strongly Agr	ee )
My coach exercises.	ing sess	ion included a t	horough re	eview of lear	ning materia	l and application
	1	2	3	4	5	N/A
My coach	held m	e accountable	for action	commitmen	ts.	
	1	2	3	4	5	N/A
We effecti	vely ca	ptured insights o	and take-a	ways.		
	1	2	3	4	5	N/A
My coach	listened	d well.				
	1	2	3	4	5	N/A
We compl	eted se	ssion within agr	eed upon t	ime frame.		
	1	2	3	4	5	N/A
The session	was valı	uable to me and	my business	i <b>.</b>		
	1	2	3	4	5	N/A
DICA		LETE AND ENAME TO				