



## 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 \_\_\_\_\_

PRINT A COPY FOR YOUR RECORDS.

## Module 1

# GAIN POWER THROUGH CLARITY

Created by Campbell Fraser



## *Clarity 1-1*



# *Know Thyself*



# 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?

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2. What actions do you commit to take immediately as a result of insights gained in this session? Include at least one.

(1) I commit to:

I will complete this action commitment by:

(2) I commit to:

I will complete this action commitment by:

(3) I commit to:

I will complete this action commitment by:

I agree to complete these action commitments by the dates indicated.

X



**Please type your coach's email address in the "To" field before sending the auto-generated email.**

## COACHING: POST-SESSION SCORECARD

Client Name: \_\_\_\_\_

Date \_\_\_\_\_

Session Number: \_\_\_\_\_

Certified FocalPoint Coach: \_\_\_\_\_

INSIGHT #1: \_\_\_\_\_

INSIGHT #2: \_\_\_\_\_

INSIGHT #3: \_\_\_\_\_

ACTION ITEM #1: \_\_\_\_\_

ACTION ITEM #2: \_\_\_\_\_

ACTION ITEM #3: \_\_\_\_\_

### SESSION OVERVIEW AND ASSESSMENT (1= Strongly Disagree, 5 =Strongly Agree )

My coaching session included a thorough review of learning material and application exercises.

1                      2                      3                      4                      5                      N/A

My coach held me accountable for action commitments.

1                      2                      3                      4                      5                      N/A

We effectively captured insights and take-aways.

1                      2                      3                      4                      5                      N/A

My coach listened well.

1                      2                      3                      4                      5                      N/A

We completed session within agreed upon time frame.

1                      2                      3                      4                      5                      N/A

The session was valuable to me and my business.

1                      2                      3                      4                      5                      N/A

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