



## LEADERSHIP COMPETENCIES

Awareness & Insight

Building High Performing Teams

Building Networks

Building Trust

Business & Financial Acumen

Coaching & Mentoring Others

Communication & Listening

Driving for Results

Influence & Diplomacy

Risk Taking

Strategic Thinking & Visioning

Taking Initiative

## Coaching & Mentoring Others

"One of the smartest things you can do is learn to coach yourself."



VALORIE BURTON

## Coaching For Success How to Bring Out the Best in You and Others

In this Success Talk you'll learn how to:

- Coach yourself by analyzing your triggers, thoughts, and reactions
- Coach others by using a 3-step process

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## APPLICATION SHEET

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Valorie Burton encourages leaders to coach themselves first so you can better coach others. Using Valorie’s TTR process (Triggers, Thoughts, Reactions), consider a challenge you have faced or are facing and coach yourself in how to approach this challenge.

Categories	Your Response
Trigger (The event, conversation, or challenge that cause the stress or problem)	
Thoughts (What you say to yourself in the heat of the moment)	
Reactions (Your emotions and actions; “What did I say to myself in the heat of the moment that led to this reaction?”)	
Reflect: Next time the trigger happens, what do you want to do and feel? What thought can you tell yourself next time in order to have this reaction?	



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Valorie says once you have used the TTR strategy yourself, you can begin to teach it to those you coach. In addition, she suggests using the following 3-step process in your approach to coaching others. Reflect on a recent coaching session you lead and what you will do differently now:

Valorie's 3 Steps to Coaching Sessions	What I did last time	What I will do next time
Ask for the Agenda		
Honestly Explore Options		
Commit to an Action Step		