

An introduction to Coaching

BTA webinar

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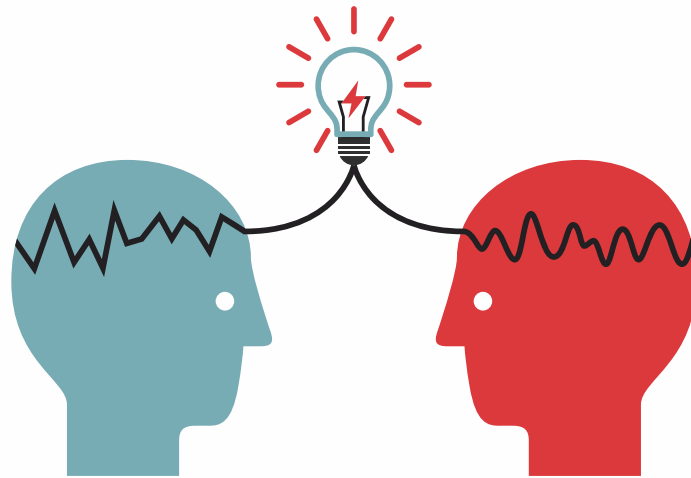
Professional Personal and Business Coach

Member of the International Coaching Federation (ICF)

Over 25 years experience working in the travel sector in leadership and consultancy roles



What is Coaching?



“Partnering with a person in a thought-provoking and creative process that inspires them to maximize their personal and professional potential.”

The Iceberg Coaching Model

Behaviours
Habits
Actions
Activities

CURRENT
BEHAVIOURS

DESIRED BEHAVIOUR
or GOAL

**Our Inner
Reality affects
our Outer
Reality - how
we see things
and actions we
take.**

Inner Reality

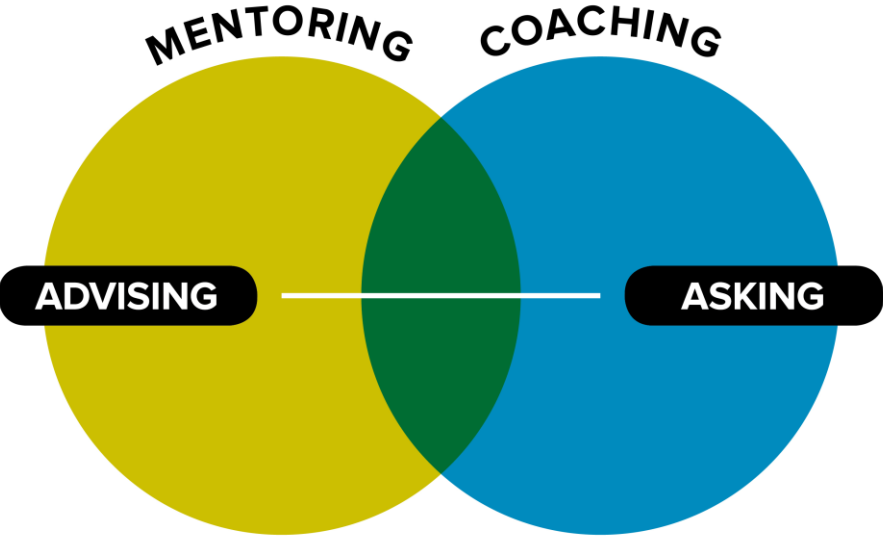
Mindsets
Feelings
Thoughts
Beliefs

Established Beliefs

POWER
SOURCES

Strengths
Values
Inspiration
Mindset
Self-belief

Coaching versus Mentoring



Benefits of coaching

- Keeps you and your goals/efforts on the front-burner
- Supports you to clarify your thoughts and options
- Increases your self-awareness
- Increased performance in an area
- Increased sense of direction and focus
- Increased personal effectiveness
- Increased resourcefulness / resilience

Top Tip – develop your narrative

Develop 1-2 sentences about your situation

Top Tip - develop your narrative

Develop your summary of who you are

Top Tip - identify your strengths

Be clear on your strengths and focus on these

<https://www.viacharacter.org/character-strengths>

Top Tip - identify your strengths

Think about a peak experience / moment of success

What qualities did you have that made it happen?

Why did you enjoy it?

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Top Tip – stay confident

5 questions exercise for trusted contacts

What is the one word that describes me best?

What do you think is my greatest achievement?

What do you value most about me?

What one thing could I change for my own benefit?

What do you believe to be my greatest strength?

Top Tips – stay confident

Do something outside your comfort zone

Top tip – stay positive

Write a list of 20 things you like doing

Top Tip – reach out

Tell people what you want to do

Top Tip – reach out

Be bold and ask for advice and help

Some book suggestions

- Necessary Endings – Henry Cloud
- The Mindfulness Key – Sarah Silverton
- Self Confidence – McGee
- Option B – Sheryl Sandberg
- Finding you Element – Ken Robinson

“I am not what is happening to me. I am what I choose to become.”

Carl Jung

Any Questions?

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