Coaching: STAY POSITIVE
Lesson 3

The expanded coaching materials are provided to help readers implement the lessons taught in the book. Use them for individual or group development.

As a leader, you must believe there is a way through or around the fog, friction, and barbwire that blocks your progress towards a positive attitude. And as a human being subject to doubts and fears, your belief system must be strong enough to overcome the debilitating effects of the four "i" words: insecurity, inadequacy, insufficiency, and inferiority. The solution is to engage these fears in your heart with truth, rather than listen to the little lies in your head. Engage in Self Coaching by completing these steps:

1. Engage adversity with a positive attitude.
   1. How do you respond when life is not fair?
   2. How could you engage challenges more positively?
   3. In what ways do you respond with a different attitude to your manager (or board) than you do to direct reports or peers?
   4. In what ways do you respond with a different attitude to negative events and setbacks at home and in your personal life than you do at work?

Look at your responses. How have your different responses affected your attitude and your life?
2. Manage your emotions as if they’re contagious, because they are.

1. In what situations have you observed that your negative emotions affected others?

2. Do you consciously manage your negative emotions and if so, how?

3. What negative emotions do you bring into the workplace and/or home?

4. What do you think the impact of these negative emotions is on others?

5. What could you do to reduce or eliminate these situations?

6. How could you handle your negative emotions more productively?
3. Engage change with a plan.

1. Do you intentionally develop plans for dealing with change?

2. What books have you read on the subject of leading through change?¹

3. What other resources do you use to help design strategies and tactics for leading others through change?

Look at all the responses you’ve written about positive attitude in this chapter. What stands out that needs the most attention?

Write down what you’ve learned about your attitude and anything you want to change.

¹Consider books like Leading Change and The Heart of Change by John P. Kotter and Switch by Chip Heath and Dan Heath.
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