Coaching: FIGHT TO WIN
Lesson 5

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

Drive (energy to overcome obstacles) can come from a variety of sources. Having a clear understanding of your deepest motivations provides significant self-awareness and enables you to manage and coach yourself. Reflect on these questions to gain more insights about the sources and effects of your drive.

1. **What are the primary sources of your drive?** (Check all that strongly apply.)

   (Make these into two columns.)
   - Desire to achieve goals
   - Desire to excel
   - Desire to do my best
   - Desire to be number one
   - Desire to serve others
   - Desire to honor God
   - Desire for money
   - Desire for recognition
   - Desire to please others
   - Desire for power
   - Desire to see the team succeed
   - Passion for what I’m doing
   - Challenge of competing
   - Fear of failure
   - Thrill of success
   - Love of the “game”
   - Love of adventure
   - Drive to look good
   - Other sources of drive...

2. **What is the impact of your drive and ambition on the team’s success?**
   
a. If your drive is too intense or too weak, in what ways might you be hurting the team?

   ____________________________________________________________

   ____________________________________________________________

   ____________________________________________________________

b. How could you find out how you are affecting others?

   ____________________________________________________________

   ____________________________________________________________

   ____________________________________________________________

c. Will you make an effort to find out?

   ____________________________________________________________
3. **What is the impact of your drive and ambition on your relationships?**

   a. Does your drive tend to “beat people down” or “lift them up”?

   b. How can you learn about how you influence the motivations and confidence of others?

   c. How important is it for you to increase the motivation and confidence of others?

   d. What can you do to increase the motivation and confidence of others?

Look at all the responses you’ve written about drive and your need to win. What have you learned and what could you do to lead at a higher level of effectiveness?
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YOUR LEADERSHIP JOURNEY

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