

LEADING with HONOR

Leadership Lessons from the Hanoi Hilton



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 see the team succeed |
| ▪ Desire to excel | ▪ Passion for what I'm doing |
| ▪ Desire to do my best | ▪ Challenge of competing |
| ▪ Desire to be number one | ▪ Fear of failure |
| ▪ Desire to serve others | ▪ Thrill of success |
| ▪ Desire to honor God | ▪ Love of the "game" |
| ▪ Desire for money | ▪ Love of adventure |
| ▪ Desire for recognition | ▪ Drive to look good |
| ▪ Desire to please others | ▪ Other sources of drive... |
| ▪ Desire for power | |

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?

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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?

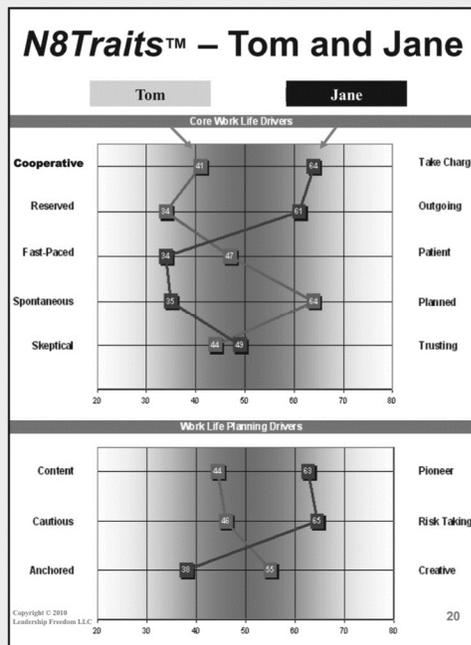
Look at all the responses you've written about drive and your need to win. What have you learned and what could you do to lead at a higher level of effectiveness?

TAKE THE NEXT STEP IN YOUR LEADERSHIP JOURNEY

LeadingWithHonor.com has tools and resources to help you and your team lead with honor –

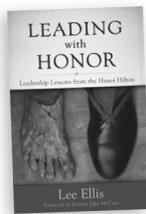
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You will discover your strongest behavioral talents and the key influencers you are most likely to use in making leadership and life decisions. The report includes your key strengths and struggles and your relationship essentials. Additionally, you'll receive beneficial suggestions on how to relate to others more effectively to improve your leadership, communications, and teamwork.



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