



# Know Your Values

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Athlete Assessments





# What are Values?

Have a context

Meeting them makes us happy

Have a hierarchy

Provide a 'formula' for fulfilment!

*They're what is most important to us.*

We make decisions by our values

Used to evaluate

They motivate our behavior

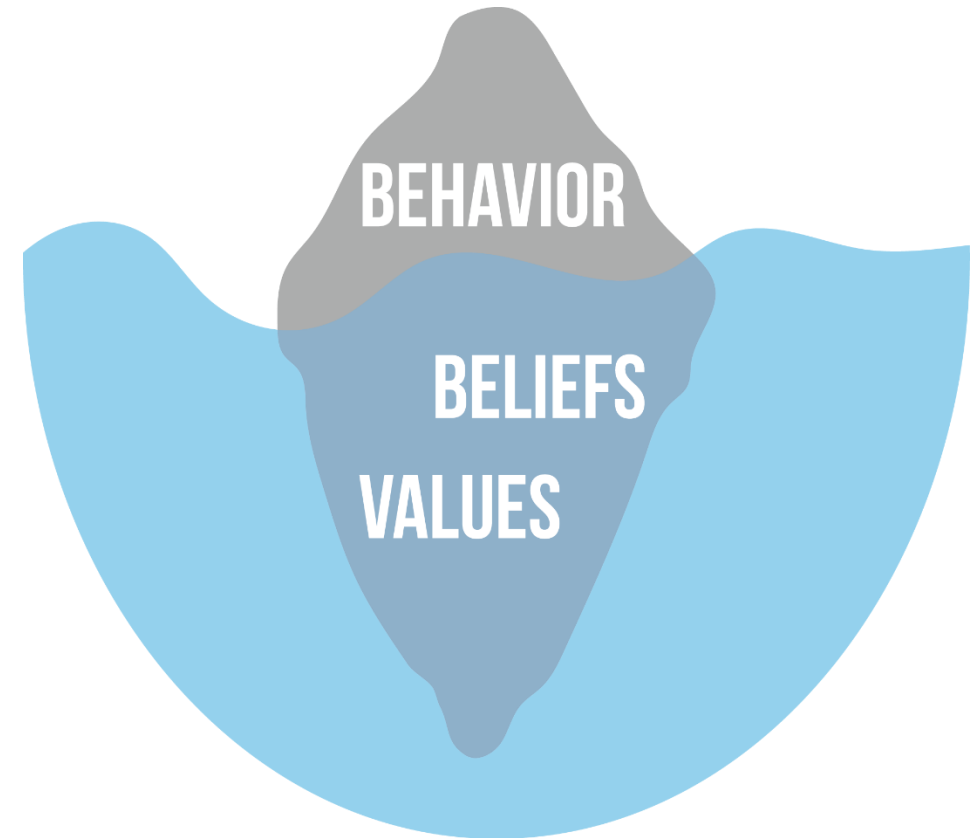
When they are compromised, we feel unhappy

# Where do Values fit in?

**Behavior** is what we do.

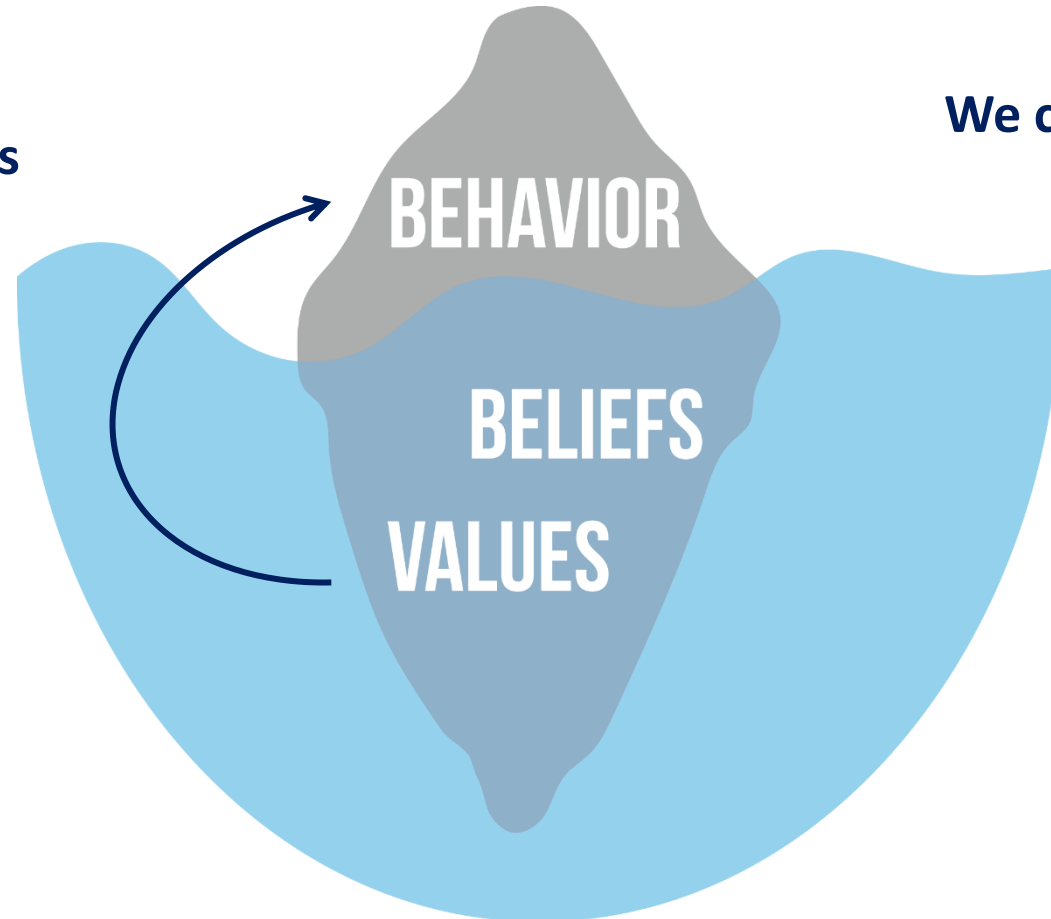
**Beliefs** are what we 'know' to be true.

**Values** are what are important to us.



# Where do Values fit in?

**We meet our Values  
through our  
Behavior**



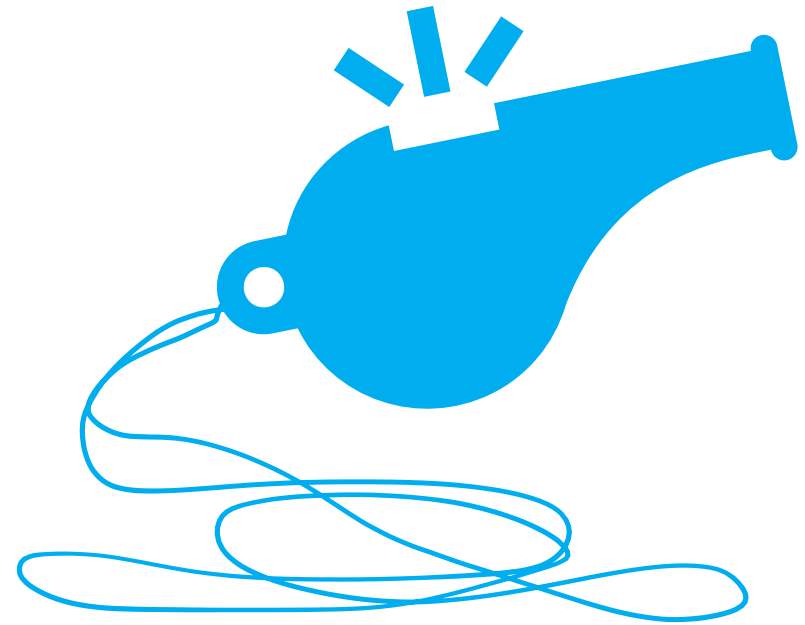
**We can see Behavior**

**Values and Beliefs lie  
beneath / within us**

# What are your Values?

**as a Coach!**

*How can you apply what we do today to other contexts: life, relationships...?*



# Activity: “What is most important to you about your coaching?”

## PERSON ASKING

1. Ask the question exactly
2. Write the response (list down page)
3. Say Thank You
4. Ask Again, continue on  
(until stopped and restarted 3x)
5. Keep them with you

## PERSON ANSWERING

- Say exactly what comes to mind
- Keep to one word
- Suspend judgment
- Trust yourself
- ‘Stay’ with your partner
- Let to flow...

**PLEASE NO COMMENTARY!**



# Review your list & tidy up

## PERSON ASKING

1. Help them
2. Be strict about any deleting

**BE CAREFUL WITH ANY DELETES!**

## PERSON ANSWERING

- Review your list
- Only delete words that have the **EXACT** same meaning
- Change 'phrases' into words that are appropriate

# Ordering the Values

## PERSON ASKING

1. Ask if 'Value A' is more important than 'Value B'
2. Whichever is more important put a dot next to it
3. Ask if the 'dotted Value' (the most important one) is more valuable than Value C
4. Work down the list, putting a dot next to most important
5. When you get to bottom, put a number 1 next to the last one with the dot

## PERSON ANSWERING

- Answer!



# Writing up your Values

## Let's reflect!

1. Neatly write up each of your highest 3 – 6 Values.
2. What does that Value mean?
3. How do you know when you have it?
4. How can I live this more each day?  
What can I look for?



# Putting into Action

- **Create a poster of your Values**
- **Collect symbols that represent your Values**
- **Share them with others**
- **Use when recruiting**
- **Develop your Coaching Philosophy**
- **Review them daily so you can live them**
- **Take account when making decisions**



# Coach Example



# One Company Values at Athlete Assessments



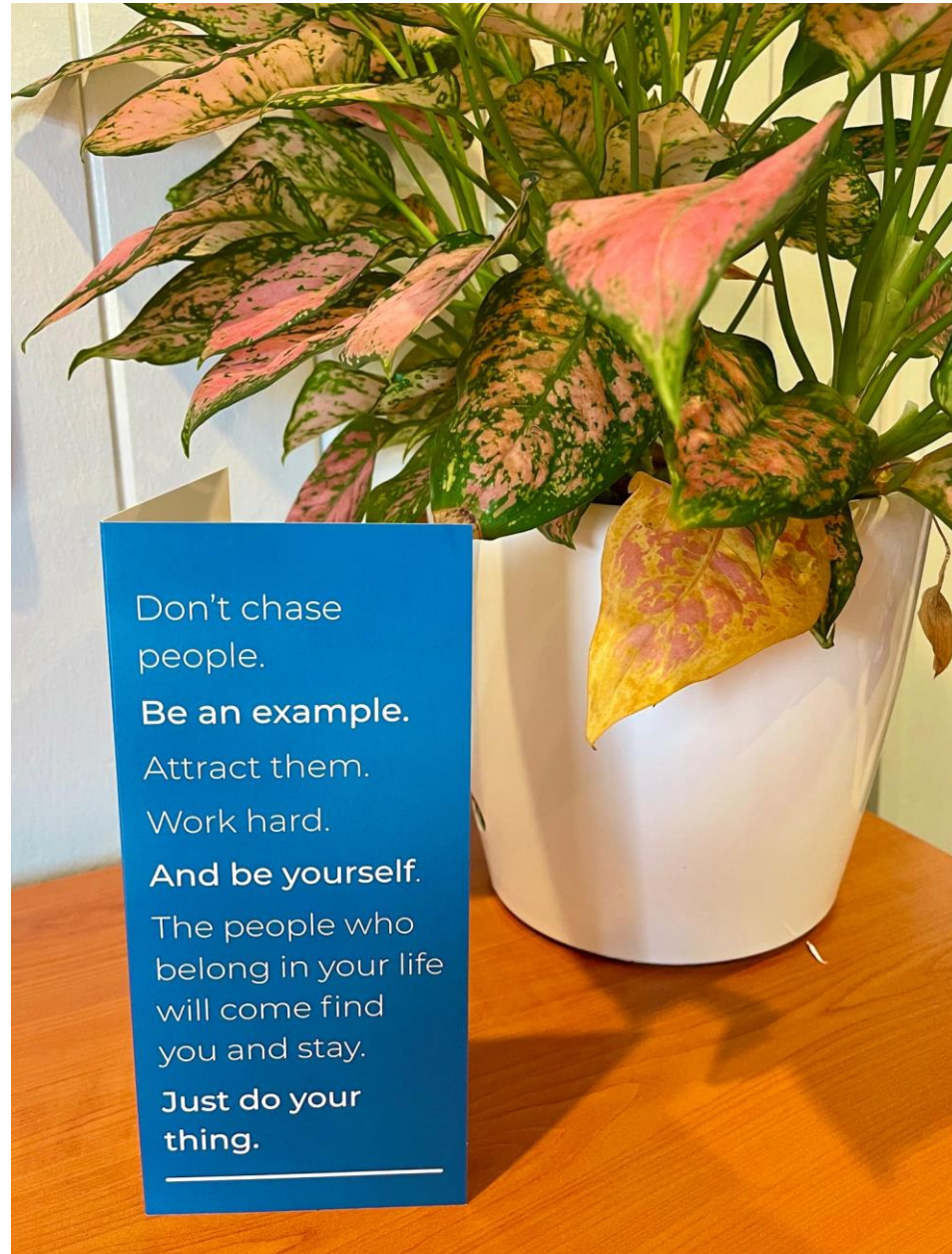
# One of our Company Values Activities



***Whose permission are you waiting for?***









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