




**WOMEN COACHES ACADEMY WCA**

# Know Your Values

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**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

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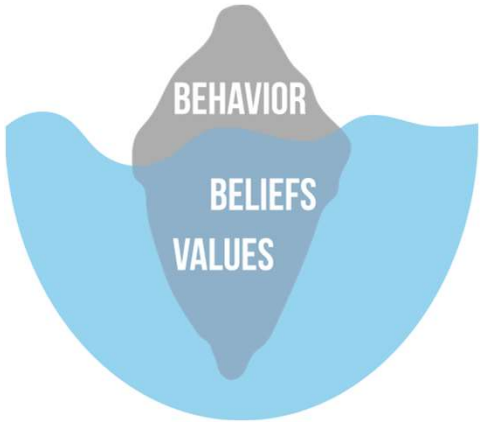
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## Where do Values fit in?

**Behavior** is what we do.


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

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



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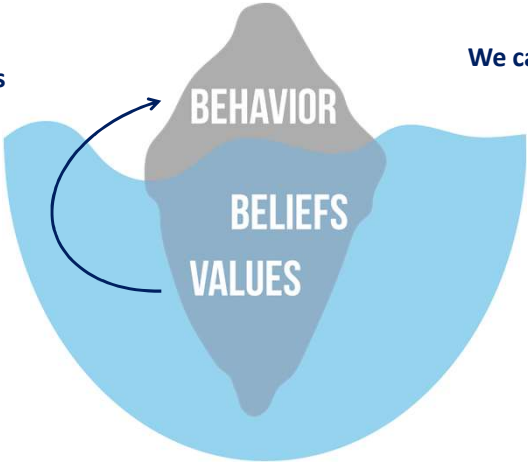
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## Where do Values fit in?

**We meet our Values through our Behavior**

**We can see Behavior**

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



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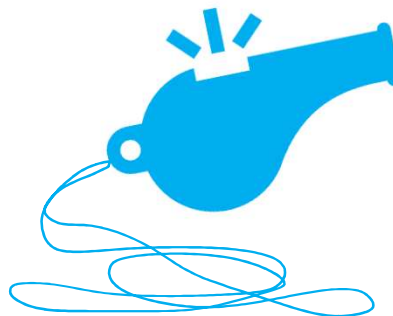
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## What are your Values?

as a Coach!

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



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

### PERSON ASKING

1. Ask the question exactly
2. Write the response
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!**

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## 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

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## 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!



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## 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?



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## 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



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## Coach Example



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## One of our Company Values Activities



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# *Whose permission are you waiting for?*

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Don't chase people.  
**Be an example.**  
Attract them.  
Work hard.  
**And be yourself.**  
The people who belong in your life will come find you and stay.  
**Just do your thing.**

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