





Individual leadership Coaching Channel 3 Leadership Team

#### Session 3 prep required:

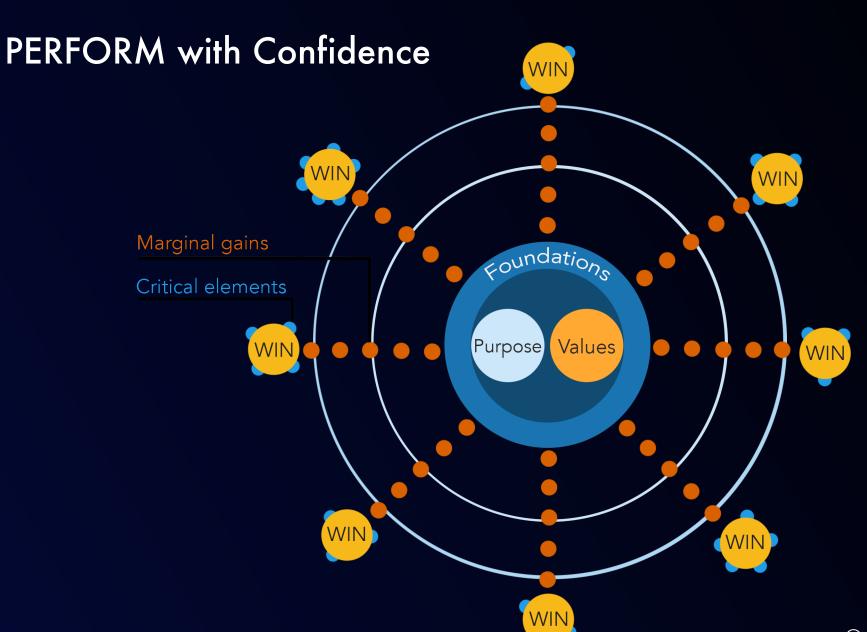
- Review summary from individual session 1 & 2 and team session 1.
- Use the atom model to consider:
  - Win (For each foundation)
  - Critical Elements (For each Win)
  - Performance Habits
- Read through the habit formation slides included here ahead of the session



# Definition: Confidence to Perform



Confidence is the extent to which we believe we have control over the choices we make, and how much we trust that these choices will increase our chance of success.





### **TOP Confidence Gains and Drains**





- Establish and live your identity
  - Strong belief in Purpose
  - Ownership of Values
- Clarify your future state
  - Identify your foundations
  - Set ambitions wins for each foundation
- Create a robust planning approach
  - Challenge assumptions



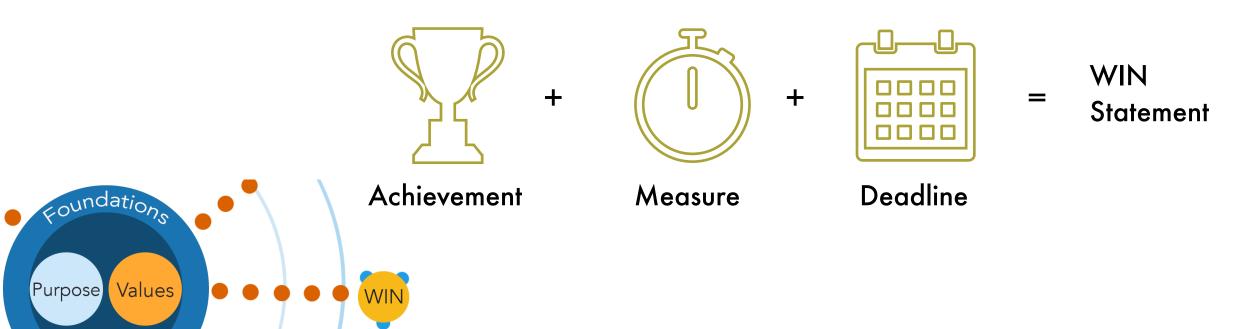
### **DRAINS**

- Allowing self-limiting beliefs to guide your choices
- External focus over reliance on external validations
- Unwillingness to stretch through your win
- Reactive choices based on now not your future state

# The Win



A Win is a tangible statement of intent that describes the future state of a foundation. The clarity of the win will determine its effectiveness.



# The Critical Elements



The Critical Elements break down the future state in more detail and become the focused inputs to contribute towards The Win. Without achieving the critical elements, the win will not be achieved.

When you have achieved The Win, what will have to be true?







"We are what we repeatedly do. Excellence, then, is not an act but a habit" (Aristotle).

One of the most effective forms of long-term behaviour change is the formation of habits.

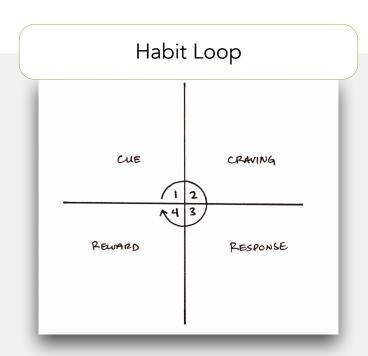
The brain is capable of methodically changing, adapting and re-organising neural pathways as a response to changes in the environment or situations. This is known as neuro-plasticity. Neurons that are associated with a specific behaviour or action function together and form a neural pathway - "neurons that fire together, wire together".

This imprint in our neural system is also what makes old habits hard to break. Through practice and repeated actions of a new behaviour or habit the connections of these neural pathways become established and strong resulting in re-wiring.









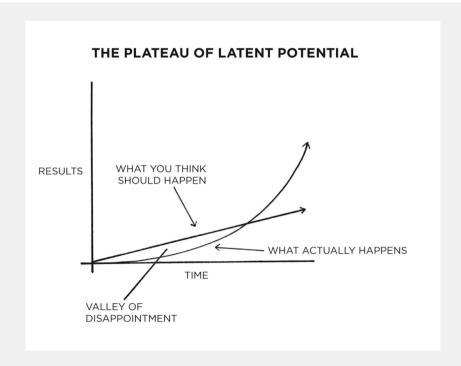
The four stages of habit are best described as a feedback loop. They form an endless cycle that is running every moment you are alive. This "habit loop" is continually scanning the environment, predicting what will happen next, trying out different responses, and learning from the results. In summary, the cue triggers a craving, which motivates a response, which provides a reward, which satisfies the craving and, ultimately, becomes associated with the cue.







"You should be far more concerned with your current trajectory than with your current results."



"Your outcomes are a lagging measure of your habits. Your net worth is a lagging measure of your financial habits. Your weight is a lagging measure of your eating habits. Your knowledge is a lagging measure of your learning habits. You get what you repeat." (James Clear)







- 1. Make it obvious intention + stacking formulae + environment
- 2. Make it attractive temptation bundling + community + motivational ritual
- 3. Make it easy environment
- 4. Make it satisfying short + long term wins







Habit Intention Formula

I will (BEHAVIOUR) at (TIME) in (LOCATION)

E.g. Exercise: I will do a workout in the morning before breakfast at home







Habit Stacking Formula

After (CURRENT HABIT), I will (NEW HABIT)

E.g. Exercise: After I brush my teeth in the morning I will put on my workout clothes







### Temptation Bundling

Action you need to do + action you want to do

After (HABIT I NEED), I will (HABIT I WANT)

E.g. After I have worked out I will get a coffee









- 1. Prime your environment
- 2. Start with 2 minutes
- 3. Focus on small wins
- 4. Lock in your time and location
- 5. Anchor your habit to a trigger
- 6. Create a checklist
- 7. Create accountability
- 8. Create rewards
- 9. Focus on repetition
- 10. Never miss twice maintain the chain
- 11. Expect setbacks
- 12. Track your habit







- What habits have you managed to successfully change in the past, and what contributed to your success?
- What have been the barriers preventing you for making desired changes to your habits in the past?
- Reflecting on the information provided on habit formation, what habits are currently holding you back or draining your time and energy?
- If you were able to change just one of these habits, how would you feel and what would it enable you to do differently?