

**Coaching Philosophy: Exercise #4—Part 1: Developing a Picture of Your Coaching Style**

Below are 15 rows of four words (across). From each row (across), select two words out of the four that best describe the way you see yourself. If all four words sound like you, select the two that are most like you. If none of the four sounds like you, select the two that are closest to the way you are.

A	B	C	D
All Business	Bold	Personable	Deliberate
Organized listening	Telling	Courteous	Listening
Industrious	Independent	Companionable	Cooperative
No-nonsense	Decisive	Talkative	Reflective
Serious	Determined	Warm	Careful
To-the-point	Risk Taker	Amiable	Moderate
Practical	Aggressive	Empathetic	Nonassertive
Self-controlled	Authoritative	Show Emotions	Thorough
Goal Directed	Assertive	Friendly	Patient
Methodical	Unhesitating	Sincere	Prudent
Businesslike	Definite	Sociable	Precise
Diligent	Firm	Demonstrative	Particular
Systematic	Strong-minded	Sense of Humor	Thinking
Formal	Confident	Expressive	Hesitant
Persevering	Forceful	Trusting	Restrained
_____	_____	_____	_____

**Exercise #4—Part 2: Developing a Picture of Your Coaching Style**

On the previous page, total the number of words circled under each respective column. Plot those numbers on their respective axes of the grid below. For example, if you circled six words in column A, mark the A axis next to the 6. Complete the same procedures for columns B, C and D. Then extend the marks into each respective quadrant to create a rectangle. The next page shows a completed rectangle.

