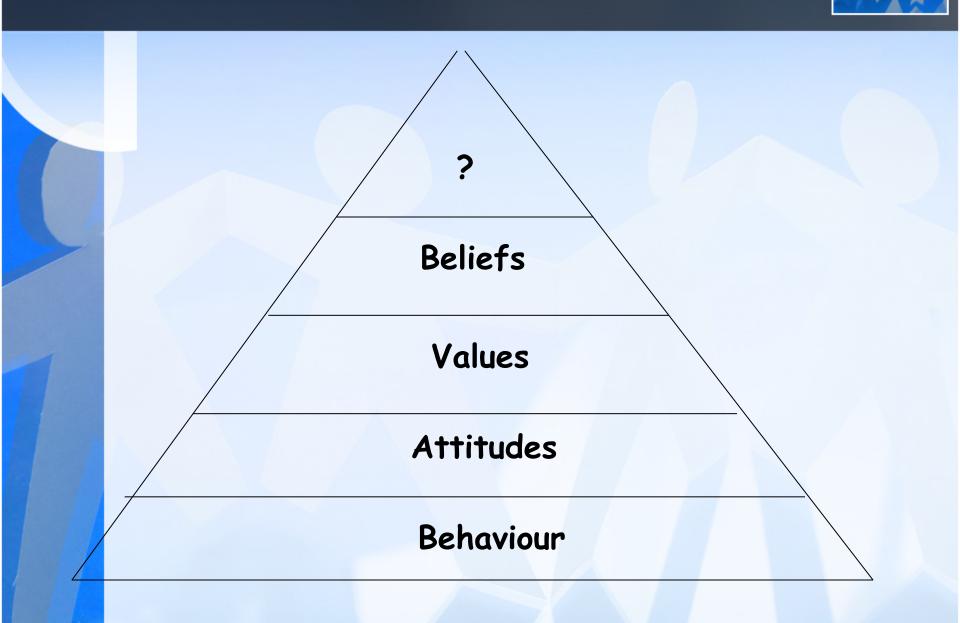
# Sharon Prior

#### Learning Outcomes for the Session

- State the importance of beliefs and values in mentoring and coaching
- Identify their own beliefs and values
- Reflect on limiting beliefs
- Examine how limiting beliefs can be overcome

## Beliefs Triangle



## Understanding values and beliefs

Leads to self awareness

- Challenge
- Doing something different

One experience can make us think that it is always like that

## Beliefs



What is an empowering belief?

## Something that helps you take action

What is a limiting belief?

## Something that stops you taking action?

## Over to you



- What empowering beliefs do you have?
- What limiting beliefs do you have?
- How can you work to stop those limiting beliefs from holding you back?

## What values underpin your work?

- What's important to you in life?
- Find means values rather than end values e.g. money is a means to an end, it might give you security

• What is most important?



## Now you have a go

In pairs, one person is the mentor and the other the mentee.

The mentor asks the mentee to list 10 values they have in their work.

Then the mentor encourages the mentee to prioritise them.

## Questions about values



- How do you demonstrate your values?
- How do you know whether others respect your values?
- Are there any clashes between your values?
- How do you manage clashes with other people?
- What would you do to avoid losing your values?



## What do people see?

 What behaviours do people see before they actually know you?

 Make a list of how you think people perceive you before they actually know you - this helps with your selfawareness



## Johari Window

#### This is a useful tool to find out what other people know about you

#### You have to be brave to use it!