



My goal:  
I want to maximize the impact when  
discussing with my team or peers.



### Coaching result:

Through the system that «γνωθι σεαυτόν»  
knowthyself-coaching implements, you learn  
how coaching supports a results-oriented  
communication approach based on how our  
brain works, how we learn, and how we change.

System used:

"Brain-Based Conversation"  
by NeuroLeadership Institute

Milestones in our journey:

1. We learn the six fundamental insights about the brain and understand why the coaching way works.
2. We introduce and explain the SCARF model by D. Rock, about the way we interact socially.
3. We indicate the "dos" and "don'ts" when having a conversation.
4. We understand how we can boost insights and how to frame a dialogue.
5. We celebrate what you achieved.

Example and learning by doing included.