

Association of Coach Training Organizations

A dynamic community of peers on the leading edge of excellence and innovation in coach learning

The Science of Presence

With

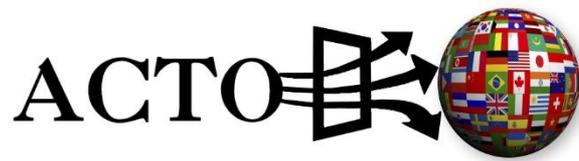
Marcia Reynolds, PsyD, MCC

Training Director, Healthcare Coaching Institute

2015 ACTO Conference, Orlando, FL



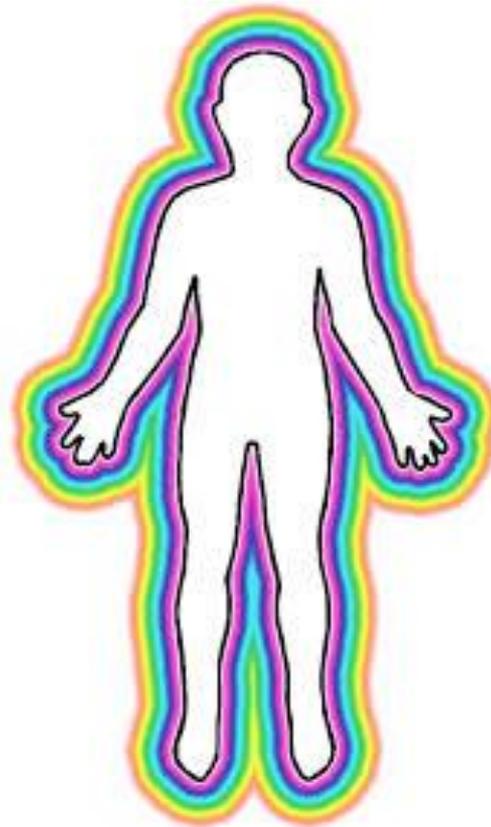
The best coaches make us feel
unsure of ourselves.



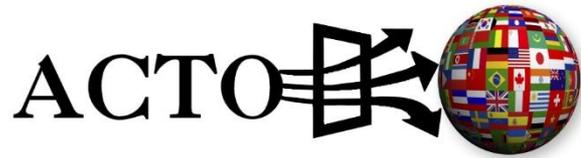
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**Learning
happens
in the
brain**



**Receiving
information
happens in
the body**



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Mammalian/ Social Brain

Long-Term Memory
Emotions

Ego



Cortical/Thinking Brain

Fact-based learning
Analysis

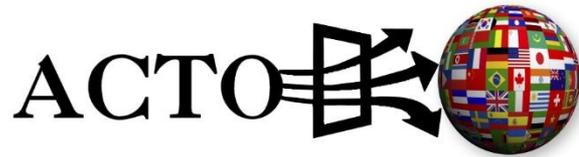
Reptilian/Primitive Brain

Fear-based Learning
Motor Skills

How Humans Change Behavior



**Insight-Based
Learning
"Aha" moments**

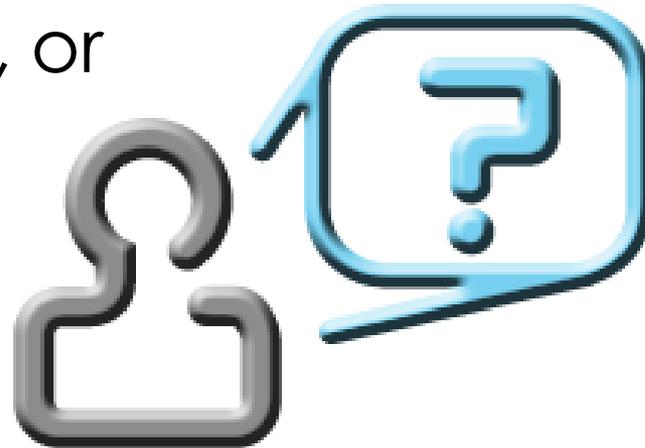


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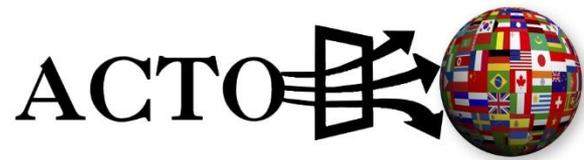
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What Triggers Behavioral Learning?

A surprising fact,
a disruptive reflection, or
a powerful question.



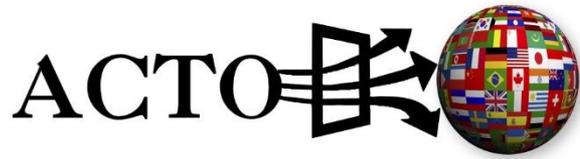
Learning happens in the moment of uncertainty.



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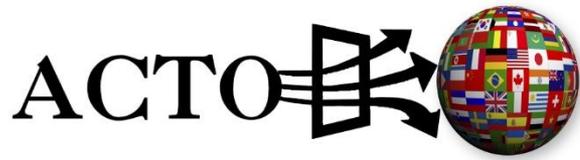




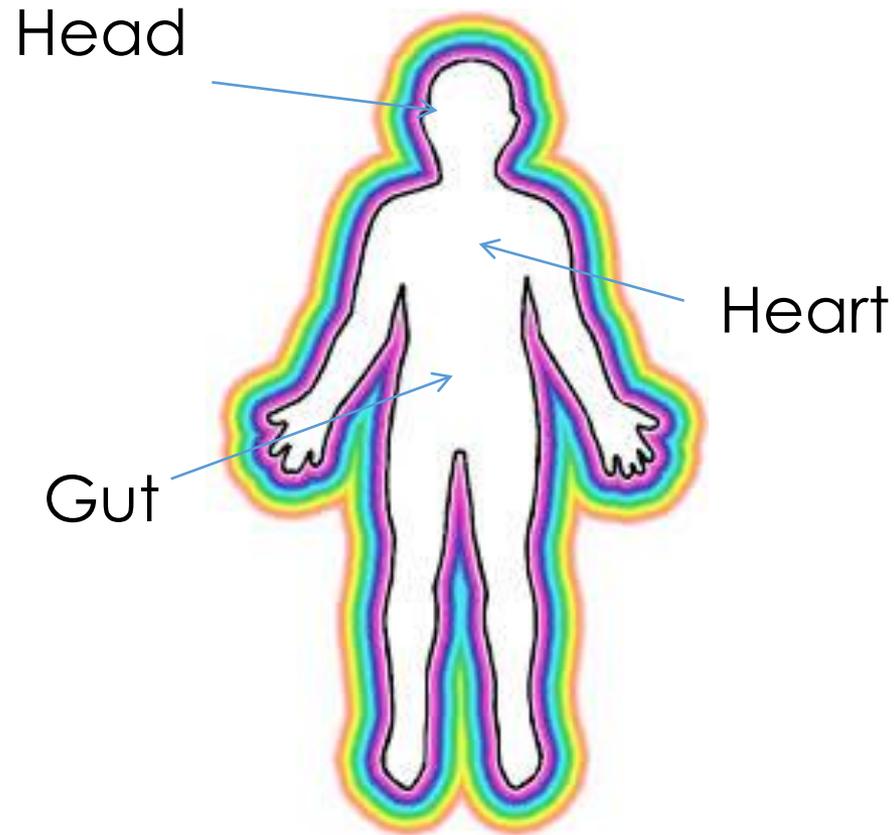
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WHAT IS INTUITION?



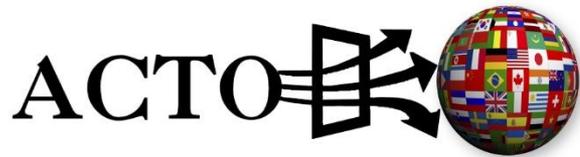


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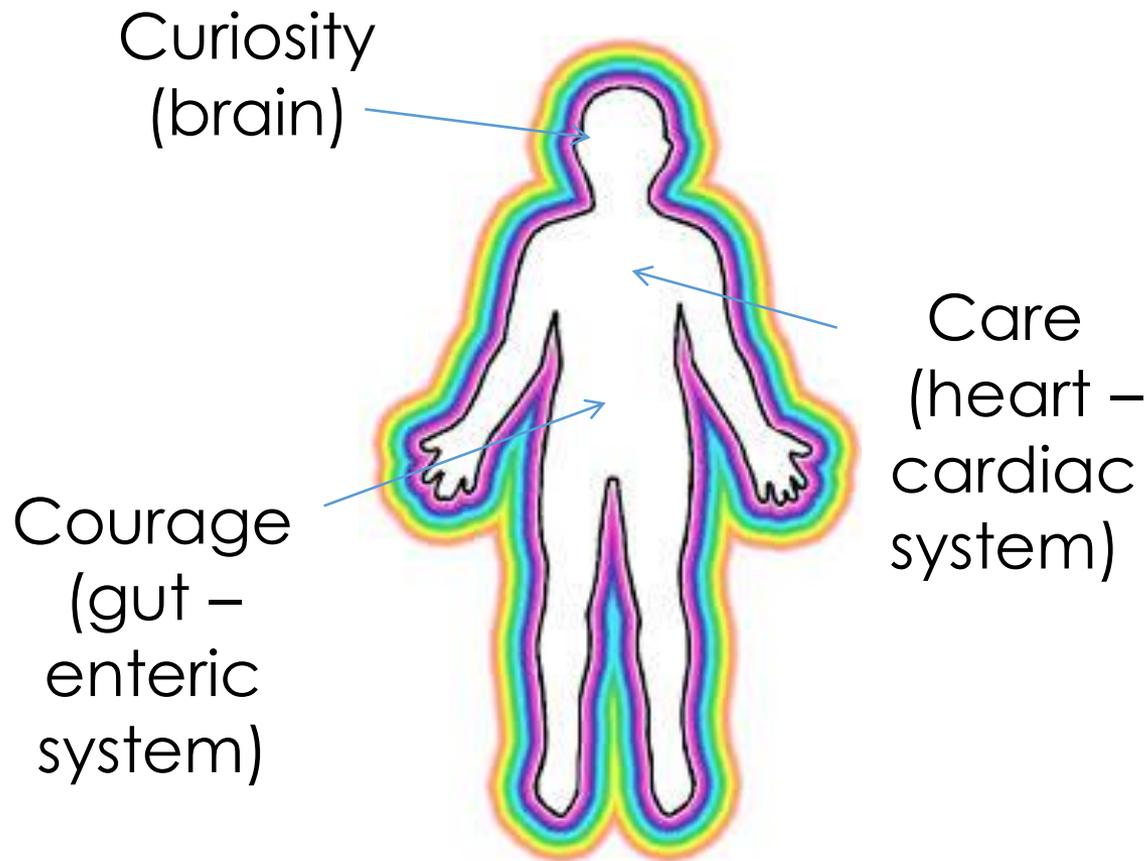
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From *The Discomfort Zone*, by Marcia Reynolds, PsyD, MCC



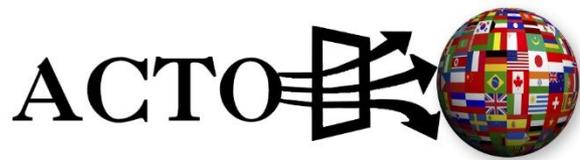
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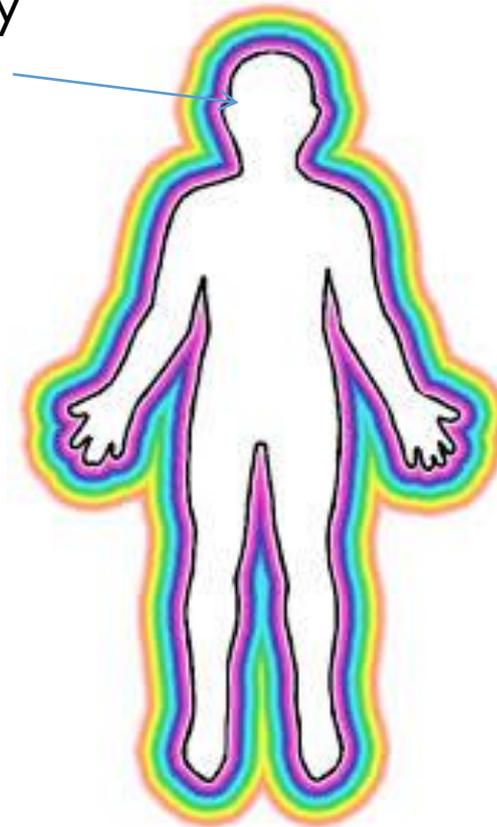
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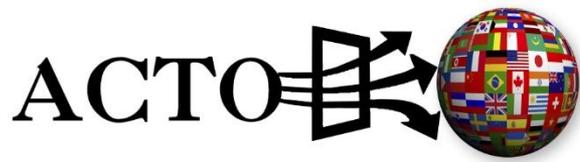
Curiosity
(brain)



**Beliefs &
assumptions,
about “what is
true”**

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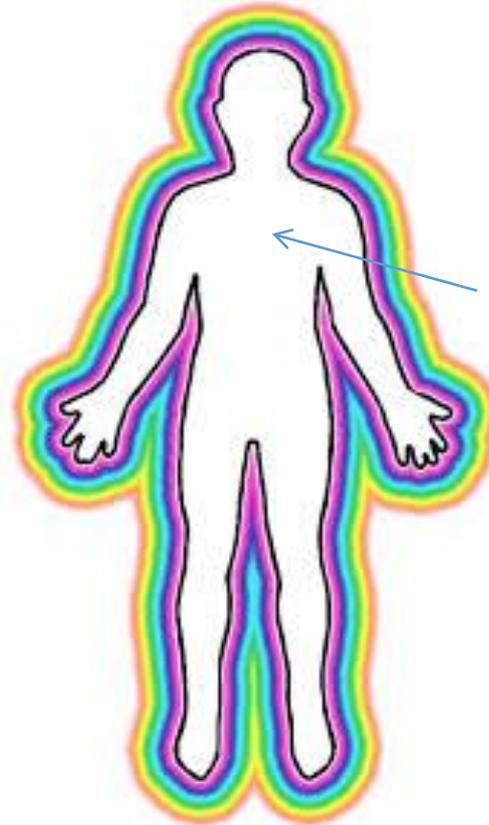
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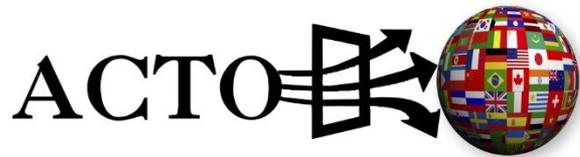
**Desires, Needs,
Values...
Disappointments,
Betrayal**



Care
(heart)

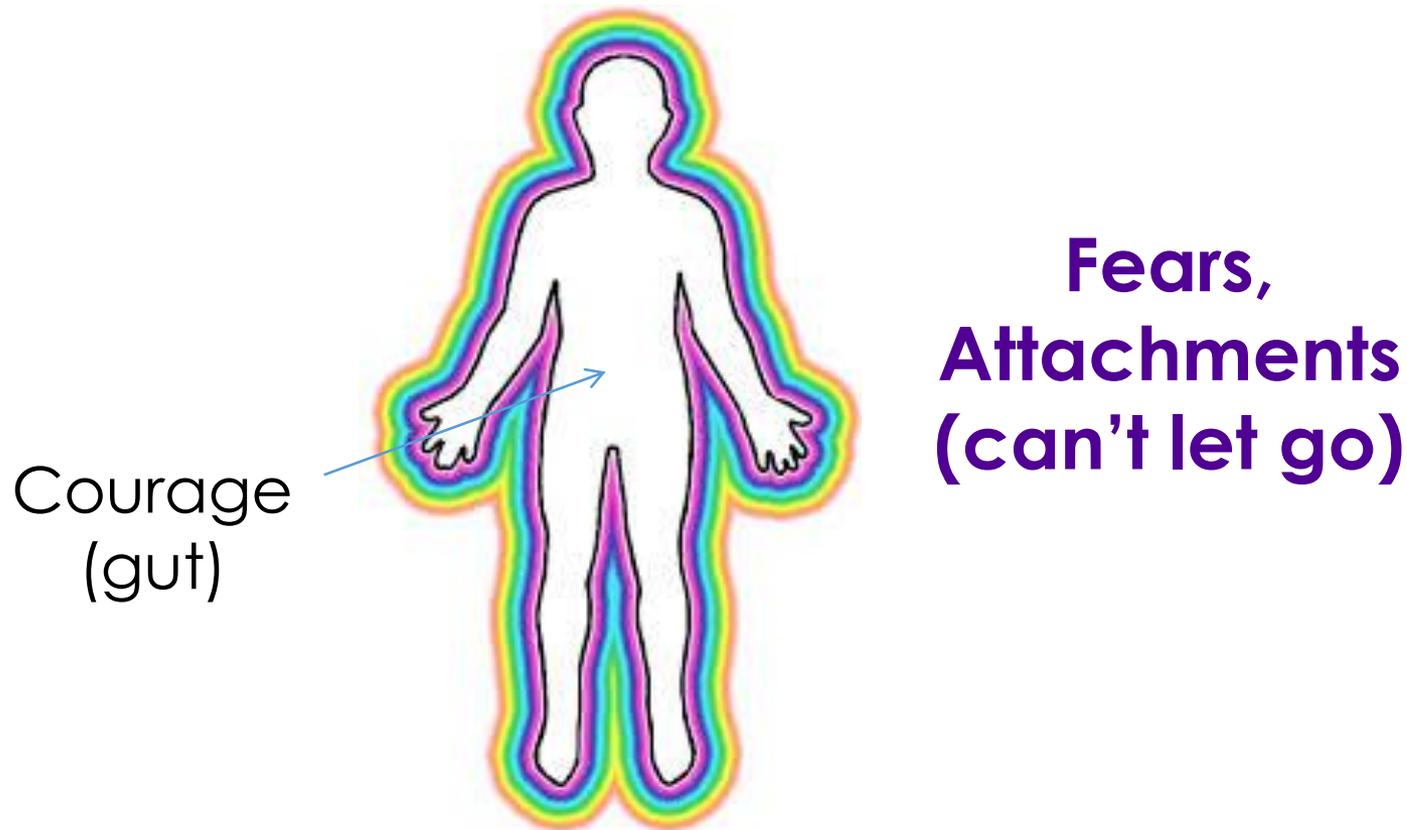
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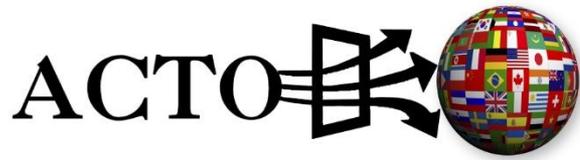
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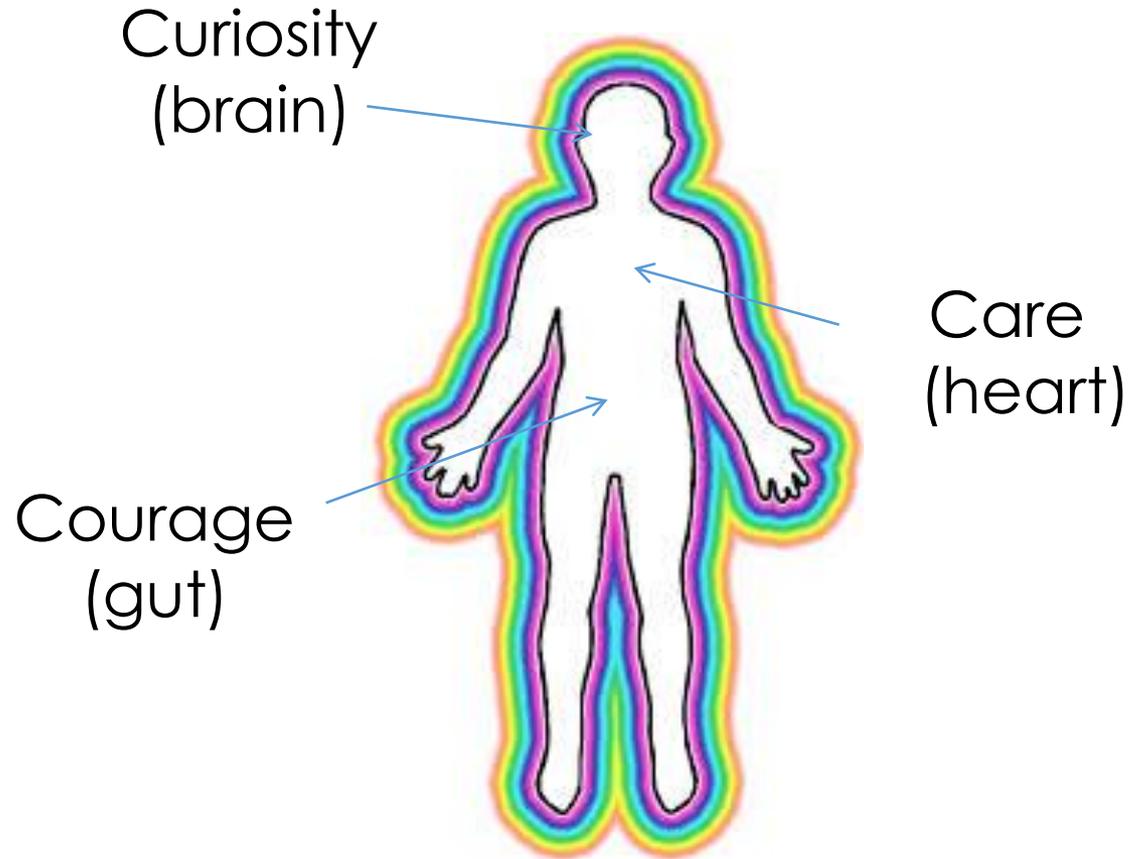


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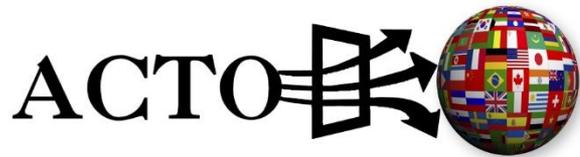


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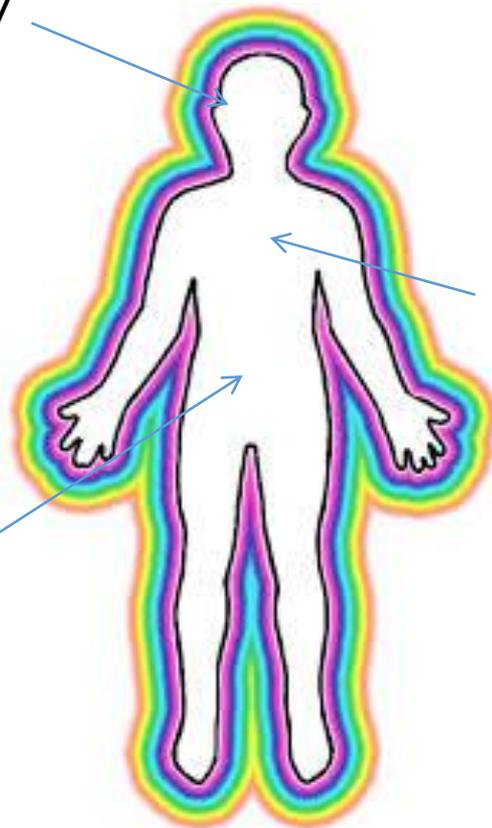
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Curiosity



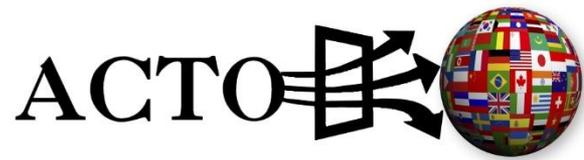
Care

Courage

Alignment (presence)
Intention (emotions)
Empathy (receiving)

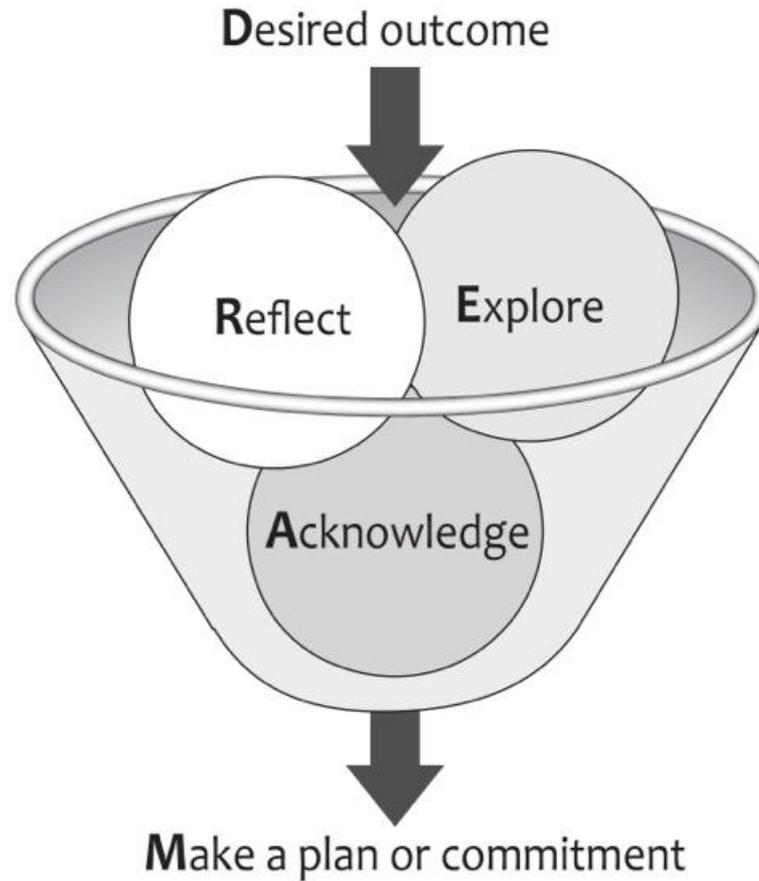
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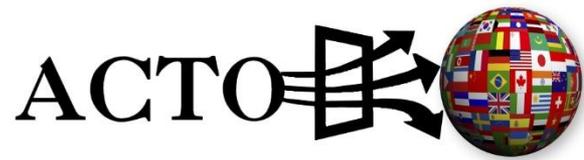
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If you want the listening exercise and more information on the science of coaching you can use in your training, visit

www.OutsmartYourBrain.com/Discomfort-zone-book

