DISCOMFORT ZONE



HOW LEADERS TURN DIFFICULT CONVERSATIONS INTO BREAKTHROUGHS

The neuroscience behind breakthroughs when coaching. Guidelines and cases included.

By Marcia Reynolds, PsyD, MCC

The problem you face: Leaders and coaches often balk at conversations that trigger discomfort, yet insight formation requires a breakthrough in thinking which causes emotional reactions. Learning happens in the Discomfort Zone.

New approach: Informed by neuroscience, *The Discomfort Zone* teaches techniques using deep listening and coaching skills for opening peoples' eyes to the blind spots that keep them from growing, and then getting a commitment for growth.

<u>DOWNLOAD THE FIRST PART OF THE BOOK</u> where you will learn what the discomfort zone is and how you can use it to see amazing results in your leadership and coaching!



"Marcia brilliantly applies the latest research on behavioral change to help leaders create significant learning moments."

- Deb Giffen, Director, Innovative Learning Solutions, Wharton Executive Education

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