

Name: _____ Date: _____

CONFIDENCE, FEAR AND DECISION MAKING

Notetaking Companion

A Drive Fears:

Loss of Freedom

Loss of Control/Power

Loss of Challenges Worthy of Me

Loss of \$/Resources

When a person with this high drive feels any of these fears, what behaviors may they display?

If some of those behaviors listed above are not effective, what coaching could you provide using PI data?



B Drive Fears:

Loss of social inclusion

Loss of social interaction

Loss of praise (PPP)

Loss of fun

When a person with this high drive feels any of these fears, what behaviors may they display?

If some of those behaviors listed above are not effective, what coaching could you provide using PI data?



C Drive Fears:

Loss of routine/consistency

Loss of process

Loss of space

Loss of time with 'family'

When a person with this high drive feels any of these fears, what behaviors may they display?

If some of those behaviors listed above are not effective, what coaching could you provide using PI data?



D Drive Fears:

Loss of clear expectations

Loss of performance feedback

Loss of fairness/rules

When a person with this high drive feels any of these fears, what behaviors may they display?

If some of those behaviors listed above are not effective, what coaching could you provide using PI data?

