

GOAL SETTING.

Being effective in this world means producing the results you choose, if you don't choose others will do so for you.

Goal setting is unique to humans. As a result of language and abstract thinking, we can imagine what we wish to do and then systematically work towards it. However many people associate goal setting with failure as they only account for the cognitive and behavioural elements and not the emotional ones. Taking account of emotional variables in goal setting is essential, without it an individual is incongruent, and consequently a poor communicator, influencer, and leader.

When you learn to goal set effectively you will learn how to create specific, measurable, achievable and realistic goals within a time frame, however you will also learn how to ensure those goals are really the goals that **you** want for your life and not an organisational introjection. The best employees are those who share the values of their organisation, if there is no clarity concerning this even the most specific goals will be met with a lack lustre response and mediocre activity. You will also understand how not to fall into the trap of setting yourself goals over which you have no control. Finally learning how to activate your congruence signal will mean you know you have achieved your goal before you have even started.

After this course you will be able to:

- Set specific goals which are meaningful to you.
- Understand the role of emotion in goal setting.
- Understand the TOTE model which takes you to your goal.
- Help others move to their goal with a greater speed.
- Remove blockages which prevent you obtaining your goal.
- Ensure you are living your life according to **your** agenda.
- Notice more quickly when you are engaging in irrelevant or inappropriate behaviour / thinking.
- Make use of SMACTEPPOMF and the 7 C's coaching model.
- Assist others in all of the above.

