



**ART OF COACHING PODCAST™ EPISODE 70
RACHEL LLANES: MENTAL PERFORMANCE IN THE MILITARY & BEYOND**

In this episode, Rachel and Brett discuss the importance of understanding how to individually motivate the people you are working with so you can best capture their energy and focus.

- a. Think about your own life. What are two things you are intrinsically (internally) motivated to do? What are two things you rely on extrinsic (external) motivation for?
- b. Looking at the examples you listed above, do you believe you can have motivation without focus? Vice versa?
- c. Imagine you are the leader of a group of people (athletes, coaches, colleagues). List 2-3 strategies you would employ to craft an environment best suited to each person's individual motivators?

What are the three fundamental human needs according to Self-Determination Theory? Describe each one in your current job/work environment. Are all three fulfilled in your current role?



What does Rachel mean when she says “...sustainable performance is built on the foundation of resilience”? Do you agree?

If someone asked you to prove the efficacy of mental/cognitive training, how would you?

What is the difference between persuasion and influence? Describe a scenario in your own life that illustrates the difference between these two tactics.

According to Rachel, when we give praise to novices we should _____, but when we praise experts we should _____. Why?



Besides recording yourself coaching, what are 2 other strategies you can think of to hold yourself accountable to giving better praise?

Reflect on the following question: What are the consequences of the way that you coach?



Art of Coaching Podcast™

ABOUT



Join us as we dive more deeply into what it takes to change attitudes, outcomes & behaviors across a variety of world-class environments. Our guests include a wide range of professionals ranging from coaching, law enforcement, scientists, managers, military and entrepreneurs.

While I may originally be a strength and conditioning coach by trade- my work now spans across the corporate realm, military setting and beyond. If you work with people in any capacity and are fascinated by what makes them tick, this show is for you!

Each episode is packed with tactical insights as we prioritize providing you with key take-aways, instead mass produced "surface level" advice. Expect to be challenged, expect to be surprised and expect to maybe find a few laughs along the way as well.



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