



**ART OF COACHING PODCAST™ EPISODE 130
BRETT SOLO EPISODE: HOW UNDERSTANDING DRIVES HELPS BUILD BUY-IN**

What are "drives" and why is it important to understand them?

Briefly summarize each of the drives Brett describes in your own words.

- 1. Achievement: _____
- 2. Unity: _____
- 3. Service: _____
- 4. Adversity: _____
- 5. Significance: _____
- 6. Security: _____

Before taking the quiz ask yourself the following: what drive do you think most accurately describes you? **Now take the quiz.** Were you correct? Describe your initial reaction to your results.



Read the description of your strengths/snares. What part(s) of the description do you agree with the most? What part(s) do you not agree with?

Why is it important to take this quiz during different emotional and physiological states?

Drives are not the only factor that influence behavior. What else did Brett mention as components to be cognizant of when trying to understand someone's behavior? Hint: For more on this, check out our online course [Bought In](#).



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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