

EVOLUTIONARY DISTINCTIONS IN LIFE

Activity 2

Distinctions are stepping stones in one’s personal evolution. As you become aware of **distinctions**, you naturally advance in terms of your awareness, thinking and behavior. A distinction is often just a subtle difference in language, but a powerful shift in meaning, approach or philosophy. Distinctions clarify what has been holding you back when you cannot figure out why. Often it is the way you are thinking about the situation or yourself that is actually holding you back. These distinctions provide radical shifts.

On the next several pages are the 16 Distinctions of Evolution. As an individual, write the behavior or attitude you display most often in Column 2 (such as “Strength” or “Power”). Answer the question in Column 3 (does this behavior help you evolve or hold you back?). If you are a coach, consider the questions or inquiries in Column 4 to create an evolving shift. When reviewing the distinctions, reflect on these questions yourself or feed-forward with others.

1. Do you/I tend to be more _____ or _____?
2. Which appeals to you/I more: _____ or _____?
3. What would happen if you/I started to look at it this way?
4. Do you think you/I are focusing more on _____ or _____?
5. What would be different if you/I were to _____?

The 16 Key Distinctions in Life

1. Strength vs. Power	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>Power is very physically oriented, a real force. Strength: things that build a person from the inside out rather than using external forces.</p>			<p>Listen to your clients speak: Are they trying to dominate the situation? Is their language coming from a power position? You then introduce them to the idea of being strength-based rather than power-based. While there may be a current need for power, there is always a value in strength.</p>



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2. Achieve vs. Attain	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
Achieve is what people have been working on for some time to accomplish something that matters. Attain is to arrive at a higher experience of yourself where the end result is intangible. Achievement is outer-oriented, and attainment is inner-oriented.			Listen for clients who keep score, but never sound satisfied. Inquire what you would be if you were without _____. What do you want or need to attain to feel whole?
3. Acquire Information vs. Learning	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
You acquire information by watching TV, listening to people, or surfing the net. Learning occurs when you do something with the information.			Listen for clients who tell you about information they read, or who ask for more information. How will you assimilate the information into actions?
4. Intuition vs. Inkling	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
Intuition is what you can talk about easily—something that you sense. An inkling is more subtle—an emotional itch that needs to be scratched and shared.			Coaches have inklings, but wait for more evidence to prove whether the intuition is worth sharing. An inkling is below your ability to articulate it well, but it is there and relevant.
5. Motivation vs. Inspire	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
Motivation has a push and excitement. Inspiration pulls you forward without all the fanfare. Inspiration is motivation that continues without priming the pump.			Listen for whether your client is pushing or being pulled.

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6. Compartmentalized vs. Integrated	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>Making the shift to integrate elements of life to work together seamlessly. Integration is seeking a lifestyle of wholeness that integrates challenge, personal fulfillment, financial reward, etc., rather than compartmentalizing elements to accomplish each of those.</p>			<p>Are client's goals integrated or compartmentalized?</p>
7. Developing vs. Evolving	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>Evolution is where you design environments that stimulate you and spark evolution. Developing is learning new things and increasing awareness, without designing the environment to support and apply the learning.</p>			<p>How have you designed your environment to evolve higher? What else can be done?</p>
8. Momentum vs. Flow	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>Taking actions creates momentum, and as you build the momentum the actions become easier. Flow is a more powerful level, where you take few actions and need less momentum to accomplish something. This requires designing environments where you naturally flow.</p>			<p><i>"Sounds like you have momentum around that. What do you need to create the power of flow?"</i></p>

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9. Respond vs. Over-Respond	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>Responding is to react thoughtfully to a problem or situation. Over-responding is action to respond intelligently, but ensures that it will always—or never—happen again. It is going above and beyond any “normal” response.</p>			<p>What would over-responding look like to ensure that this will always—or never—happen again?</p>
10. Self-centered vs. Selfish	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>When you are selfish, you are generous to yourself. When self-centered, you are consumptive of others. When you are selfish, you get your needs met, even if you put yourself ahead of others. When you are self-centered, you use or abuse others to get your needs met.</p>			<p>When was the last time you were selfish?</p>
11. Satisfied vs. Fulfilled	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>Satisfied is about getting your needs met, and fulfillment is about self-actualization. When you are fulfilled, resources continue to evolve. Satisfaction is a temporary state.</p>			<p>What is an example of satisfaction in your life? Of fulfillment or significance?</p>
12. Suggestion vs. Solution	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>A suggestion is advice; a solution is a more comprehensive approach. Save the client and yourself time and energy by designing a solution.</p>			<p><i>“Sounds like a suggestion. What is a solution?”</i></p>

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13. What vs. Who	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>The focus on a problem, current situation or a need is “what” oriented. The shift is for you or the client to be more “who” oriented. Look at the situation, but also at the person.</p>			<p>Who are you when you showcase your strengths?</p>
14. Structure vs. Environment	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>Structure provides a focus or foundation. To evolve requires a design of the whole environment or system.</p>			<p>What is in your environment that attracts or distracts from evolving?</p>
15. Action vs. Strategy	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>Action is doing something to reach a goal. Strategy is to create or develop a plan that optimizes actions and resources to reach the goal effortlessly. Strategies make your actions focused.</p>			<p>Do your actions have a strategy? What is the strategy that is forwarding that action?</p>
16. Change Behavior vs. Shift	What I Display Most	Helps me Evolve or Holds Me Back	How to Coach
<p>When you change behavior, you make a conscious decision to do things differently. You fight natural patterns and style. A shift is something that changes you permanently without additional effort and at a higher level.</p>			<p>“A key shift I experienced last year was _____.”</p>

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