

# Coaching Into Greatness: 4 Steps to Success In Business and Life Companion Study Guide

*This guide was created as a tool in exploring the book Coaching Into Greatness: 4 Steps to Success in Business and Life. Utilize these questions for personal study, or gather a group of your friends and colleagues to examine the work together. Visit [www.CoachingIntoGreatness.com](http://www.CoachingIntoGreatness.com) to learn more about study groups forming in your area.*

## Chapter Study Questions

### A New Way of Being

- How are abundance and scarcity defined in the book?
- What does abundance mean to you? What does scarcity mean to you?
- How are abundance and scarcity showing up in your life? Be specific.
- What are the satin-lined coffins of your world?

### Why Greatness?

- Do you believe you were born great? Why?
- What would it mean for you to say Y.E.S. to life?
- How do you define greatness for yourself?
- How does Living Into Greatness = being “the Cup”?
- Do you have personal arguments against greatness? What are the “smoke and mirrors” of your greatness?
- In what areas of your life can you step up and play a bigger game?
- How does playing small serve you?

### Forgetting Who You Are

- What are the 4 steps in the conditioning cycle? How do they each represent a person’s “identity theft”?
- What have you forgotten about yourself?
- What are you pretending is true for you?
- In what ways are you insisting yourself to be something or someone?
- What are the “red lights” of your resistance?
- What is a pattern language?
- What’s the difference between a conditioned pattern and a conscious pattern?

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### Remembering Who You Are

- What's the difference between intellectualizing something and internalizing it?
- Name one belief or goal that you've intellectualized, but not internalized.
- What is a Declaration?
- What is *your* Declaration?
- What is the *See It* step of the 4 steps?
- What is the *Own It* step of the 4 steps?
- What is the *Live It* step of the 4 steps?
- What is the *Be It* step of the 4 steps?
- Try out the Truth or Dare Test. What did you discover? Keep a journal of your experiences with the Truth or Dare Test. What patterns do you notice emerging?
- Why do you think Authenticity is the 4<sup>th</sup> step in the process, not the 1<sup>st</sup>?

### The Illusion of Not Enough

- How can we recognize the Illusion of Not Enough in our lives?
- How is the pattern of More related to scarcity?
- What does some of your scriptwriting look like?
- Do you have Contingency statements? If x happens, then I'll be/have y. What do your Contingencies look like?
- What is the difference between motivation and inspiration? Are you motivated or inspired about your Declaration?
- How is the idea of "becoming" a trap?
- What are the weeds of your greatness?
- How is Capacity different from potential?
- How can you bring more Greatfulness into your life and business?
- In what way are you a Catalyst?

### The Illusion of Comparisons

- What people, events, or things do you find you regularly compare yourself to?
- How are you enabling these External Drivers to define you?
- How is evaluation different from comparison?
- Are you giving your power away through External Drivers? How?
- How is Personalization keeping you stuck in Illusion?
- What's the difference between Busyness and Effectiveness?

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- When does the Illusion of Comparisons become a source of scarcity? Where do you see this in your own life?
- List 5 things you can do today to create Self-Empathy.
- What Internal Drivers are most powerful for you?
- What does it mean to you to be more Discerning? To be more Effective?

**The Illusion of Struggle**

- In what areas of your business and life do you find yourself struggling?
- What are you resisting about your situation? What are you insisting to be true? What is this tug of war causing to persist in your life?
- How does struggling make us feel alive?
- How is Complexity the quicksand of our intentions?
- Do you see yourself as an Overachiever or a High Achiever? Why?
- When does struggle become a source of scarcity?
- How is Self-Expression the opposite of struggle?
- Identify one way you could begin Receiving and stop struggling today.
- How is Simplicity related to being who we are?
- Are you allowing life to unfold through you or because of you? How so?

**The Illusion of Control**

- How is re-arranging the world related to the Illusion of Control?
- What forms of control show up in your life?
- What does the “Lone Ranger syndrome” look like?
- How does Caretaking enable people to remain a surface dweller?
- What roles have you taken on in life? What roles have you inherited?
- How can Self-Defense keep us from being who we are?
- Many in society see Surrender as a sign of weakness. How can this abundance aptitude be a sign of strength?
- What does Personal Responsibility mean to you? How are you embracing it? How might you be avoiding it?
- How is Intention related to creating your Declaration?
- How is “fear the denial of vulnerability”?

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## The Illusion of Time

- In what ways is time an illusion?
- What's one thing you are focusing on today that you do not have? How can you utilize the 4 steps to shift to focusing on something you *do* have?
- What would happen if you stopped striving today? What fears come to mind? How would your life change?
- When is Attachment a source of scarcity? What are your strongest Attachments?
- What are the Convenient Distractions in your life and business?
- How is Actualization related to doing what you *can* do?
- In what situations could you gain clarity of distance by Stepping Back? What might you learn?
- Brainstorm 5 ways you can increase your level of curiosity in your daily routine.
- How is Perseverance an art?

## The Illusion of Hope

- In what ways can hope become a source of scarcity?
- Are you waiting for something or someone to solve a problem, make a decision for you, put something into motion?
- What Expectations might be keeping you from Living Into Your Greatness?
- When you feel like you are struggling, how might you be giving your power away? How might you re-claim your power?
- Are you taking certain ideas and beliefs for granted? List the Assumptions that are keeping you stuck. How can you utilize the 4 steps to move through the scarcity of these Assumptions to the truth of your abundance?
- What is your unique Significance?
- Are you fully engaged with life? What does doing what you *can* do mean to you? Define the *can* in your life and in your business.
- Do you struggle with making decisions? What fears can you uncover behind that struggle?
- What's the difference between Curiosity and Inquisitiveness?

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## The Illusion of Certainty

- Charles De Gaulle said, “Greatness is a road leading towards the unknown.” Do you believe this is true? How so?
- Has the need to know an outcome ever kept you from doing what you *can* do? How so?
- How can Complacency become a source of scarcity?
- What is the difference between Tactical Thinking and Strategic Thinking?
- In what ways is Perfectionism linked to certainty? Can you identify in your own life how Perfectionism has kept you playing small?
- What is the distinction between perfection and Perfectionism?
- What does “question your answers” mean to you?
- What’s the distinction between Willingness and Openness?
- Brainstorm 5 ways you could build more adventure into your life and business. What would be the impact?

## Creating Abundance Intelligence™

- How is Abundance Intelligence™ a new way of measuring intelligence?
- Explore Figure 12.1 on page 236, The AQ System. How is Opportunity Cost and breakdown associated with scarcity?
- How is greatness and Opportunity Gain associated with abundance?
- In what ways is abundance more than the idea that there is enough to go around?
- How is the Tipping Point the fulcrum for our SQ and AQ?
- What is your Authentic Abundant Response to life?
- Think of people that you admire. In what ways might they have a high AQ? (Hint: look back through the aptitudes and conscious patterns for clues.)
- What is your role in *The Difference of One*?
- How can you bring AQ to the world?

Did you enjoy this companion guide? We’d love to hear what you’ve learned and get your feedback and suggestions. Please contact us with your experiences by sending an email to [kim@coachingintogreatness.com](mailto:kim@coachingintogreatness.com) with “Study Guide Experiences” in the subject line.

Live Greatly!  
Kim

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Interested in learning more about Abundance Intelligence™?

Visit [www.CoachingIntoGreatness.com](http://www.CoachingIntoGreatness.com) to:

- Take the online AQ assessment for a snapshot of your AQ score
- Visit the Doing What You *Can* Do blog where you can interact with the author and other AQ Pioneers
- Sign up for our newsletter, *AQ Matters*, jam packed with interviews, tips and strategies from the most abundant minds in business and life today
- Discover how you can participate in free classes, coaching, and community through **The AQ Institute – coming in Fall 2006**
- Find out how **The AQ Institute** can help you, your clients, and your organization live into greatness through one on one coaching, group coaching, and our consulting services
- Join the growing ranks of professionals all over the world who are becoming Certified AQ Coaches
- Hire Kim to inspire your next conference or event to be truly great

You can also get a sneak peek at the next phase of Abundance Intelligence™: *The Coaching Into Greatness Field Guide* – the how to manual for professionals who want to apply the principles of Coaching Into Greatness.