

**EXCERPTS FROM  
THE 5 SENSES OF SELF -  
A Coaching Framework for Personal and Team Empowerment**

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(A selection of text from the book. To view illustrations, application, diagrams or exercises, please purchase book from the website)

The capacity we have as human beings is the capacity for personal growth and transformation which moves us beyond a parochial concern with ourselves into an altruistic focus on other people. It is the greatness of how we live, how we love and how we serve which ultimately defines us, and which determines the impact we have while we live, and the legacy we hope to leave...

But the position we live from, love from and serve from is of critical importance. When we live from the mindset of Cinderella we live in oppressive servitude because we have to, but when we live from the mindset of a prince or princess, we can live as benevolent kings and queens - making a positive difference because we choose to. The difference is in the definition. The difference is in our identity...

The root of our difficulty in living to our fullest capacity lies in having a poor sense of who we are and what we are capable of, and in a lack of power to make decisions which truly represent the heart of who we are and who we want to be. Answering the question of identity and gaining a stronger sense of self is vitally important in the path to more purposeful and powerful living...

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The *process* of perfecting the place you are in whether it's the physical environment surrounding you (locationally) or the people you interact with (relationally), is as much about the process of change in you, as it is the process of change in your outer circumstances and the other people involved. Transformation is as much about the process as it is the end result. If the change in our outer circumstances were instantaneous, there may then seem to be no need for change in us. However, we know only too well, that we carry us with us, wherever we go...

Building a stronger sense of place at work, at home or in our local community, requires us to be in a resourceful state of mind and heart. When we are in a resourceful state, we are empowered to persevere through the process of change, transforming our present places into more positive environments...

The *process* of change is an opportunity for inner growth as well as outer improvements in our places of home, work and community. Often our own actions and ways of seeing things, weaken our sense of place, so unless we deal with our own behaviour and perspectives, we are likely to encounter the same problems in any new place we may settle....

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Values influence us at the subconscious level, but when we fail to give our values a necessary voice in the shaping of what we do, and instead allow ourselves to be influenced by other peoples values or agendas, we run the risk of living out of alignment with our deepest core. This leads to stress (the conflict of values) and the inability to set goals or make plans which fulfil us at the deepest level...

Values are uniquely powerful, yet also, often strangely hidden. We have lived with them and they have lived within us from early days, and yet rarely do we know their name. The influence they have upon us comes unrequested, moving us to act in ways we may not understand...

Although our values are often hidden, we can begin to recognise them by noticing the ways we behave and the things we do in our attempts to express them. By asking good questions we can begin to understand the value influence behind the way we live; we can begin to see the hidden values which motivate our actions...

When we are able to put a name to our values and understand the meaning they hold for us, we are empowered to enhance their good effect, and find better ways to express the values we hold. When we consciously recognise our values, we are more likely to make better decisions which are in harmony with who we know ourselves to be. When brought into the conscious realm, values are powerful motivators for abundant living...

When the values of the team are not clearly articulated, personal values come more strongly into play. In a vacuum, our strongest inclinations and motivating values begin to express themselves, whether they are favourable to the organisation or the team or not... The source of much relational and organisation conflict is the conflict of core values such as: interdependence or independence efficiency or quality, adventure and freedom or safety and security, in addition to the different ways we express those values... It is the shared commitment to agreed value principles and the right application of those principles which forms a relational glue enabling conflict to be resolved and understanding to be forged...

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Finding a clear purpose for your life or for the roles and work in your life gives you the courage to live with focus and direction, even in the face of contrary winds seeking to blow you off course. If you have a purpose, you are self-directed, *you* are piloting the plane. You will live each moment with intention and focus, with full consciousness that this is the purpose to your life...

Your purpose will give you a new perspective on yourself because you will begin to see your contribution differently. Your purpose will define your sense of responsibility; you will begin to see your contribution as necessary. Your sense of purpose will help you to honour your own potential and the relevance of your own contribution. A great sense of purpose will define you...

Everything in life tends towards the route of least resistance, but the route of least resistance is not necessarily the route of greatest reward. We need help to pursue the best when second best is easier to attain. A sense of purpose offers this support...

Living from purpose helps you to press through the pain to win the prize, or to pursue a different prize you had not seen before. Without a sense of purpose you may give up when difficulty obscures the pleasure of the activity; or you might sleepwalk through life, not knowing why you do what you do, nor how it contributes to your greater good, or the good of others...

So, how can we live from a sense of purpose? Living from a sense of purpose requires constant reminders of what motivates us. We need constant reminders because the pressures of our life can cause us to forget the purposes of our life. We need reminders of what we want, what fulfils us, what inspires us, what we are passionate about and what provides us with purpose...

The fulfilment of your purpose will involve the expression of your values, an adherence to your principles, the employment of your abilities, and the attainment of your goals guided by your vision of the best kind of life you could live. We will explore these ideas in a little more detail over the next few pages...

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Having a sense of your potential is the difference between hope and hopelessness, optimism and pessimism, an empowering self belief or disempowerment. A sense of potential empowers you to start living to your full capacity. The poet Virgil wrote that, "They are able who think they are able." Your sense of potential is the key which unlocks your capacity. Your sense of potential activates you into making decisions and performing actions. Your sense of potential converts dormant ability into dynamic activity...

So putting your potential to work through decisions which move you forward is essential to personal development. The potential is in there, the key is within you, but you need to have a sense - a belief - that it really is. You need to believe in the adequacy of your own potential, or key, to open new doors of opportunity and experience, to see new abilities developed, and aptitudes turned into exceptional skills...The sense of your potential is a belief in your possibility to learn, to grow, to develop and improve in almost any area of life. It's a belief that you are capable of so much more...

A limiting self belief sets the parameters or limits of possibility that we see for our lives. A limiting self belief conditions us to expect negative behaviours and outcomes as normal, and positive behaviours and outcomes as unattainable, even though they are really within our reach. However, an empowering self belief conditions or programs us to expect high standards of behaviour and performance. It raises our expectation of what is possible...

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Personal power is often described in terms of its external effect, and especially in terms of influence over people. But if this is all it is, then personal power is no more than control and manipulation. I believe that personal power relies on forces which are far more collaborative, internal and virtuous than this. We need a new way of looking at personal power and how it impacts us and other people at the level of personal development and self leadership if we are to embrace it and benefit from it...

If we see personal power as something to be afraid of or if we view it suspiciously, assigning bad motives to those who seek it, we will deny its operation in our own lives and fear its expression in other people. If we understand it, respect it and appropriately seek it, we will be well positioned to use it for our own benefit and serve others with it.

Understanding the nature of personal power and the way it operates in us and through us is essential if we are to function effectively in our relationships with other people, and especially in team settings. So, what exactly is personal power? How is it expressed in us and through us, and what do we mean when we say, "I feel powerful" or, "I feel powerless?"...

In the landscape of personal power, the first area to explore is the *context* where power would be released. Power is always exercised in a context, in a place, and it's essential that we correctly discern the needs of the situation that we are in, and the opportunities before us, if we are to express our personal power appropriately. If we misunderstand the context, we are likely to misapply our power within it. Even if just two people are involved, the context is shaped by the differing expectations, experiences and perceptions of each person, and of the problems and opportunities that the situation presents...