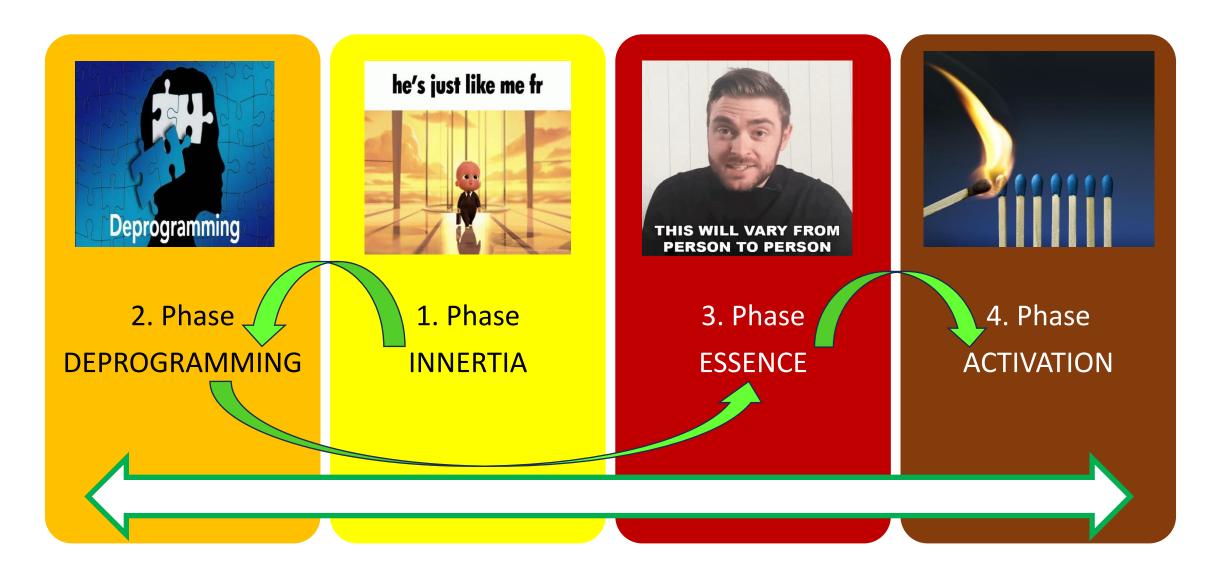


### SELcoaching Method

Demonstration of Deprogramming phase

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### Four phases of SELcoaching Method





### Demonstration of the 2. Deprogramming Phase

- Questioning on the 4 levels (offering questions and answers about Selfmobility's elements); Each further level grounds on previous level
- Individual (client/participants) choose answers according to given instructions
- Method is purposed for individual, but it can be also used in group(s)
- Method reminds similarly to sort of 'mind quiz/maze
- At the end, individual (client/participants) get certain number of points inside table WORK FORM (from 0 40); more points very likely better insight of the method
- Method is often followed by clarification-education intervention (during process or after the demonstration, depending on actual situation/needs)



WORK FORM	Selffmobility <b>POTENTIAL</b>	Selffmobility <b>MISSION</b>	Selffmobility <b>VISION</b>	Selffmobility DRIVING QUESTION	Points under levels
FIRST LEVEL OF QUESTIONING A1 – A4	A1- Your answers:	A2- Your answers:	A3- Your answers:	A4- Your answers:	
Points: 0 - 4	Points:	Points:	Points:	Points:	
SECOND LEVEL OF QUESTIONING B1 – B4	B1- Your answers:	B2- Your answers:	B3- Your answers:	B4- Your answers:	
Points: 0 - 8	Points:	Points:	Points:	Points:	
THIRD LEVEL OF QUESTIONING C1 – C4	C1- Your answers:	C2- Your answers:	C3- Your answers:	C4- Your answers:	
Points: 0 - 12	Points:	Points:	Points:	Points:	
FOURTH LEVEL OF QUESTIONING D1 – D4	D1- Your answers:	D2- Your answers:	D3- Your answers:	D4- Your answers:	
Points: 0 - 16	Points:	Points:	Points:	Points:	
ALL POINTS 0-40					



#### **Process steps of Deprogramming Phase:**

- 1. Addresing and finishing first level of questioning
- 2. Display of correct results by coach
- 3. Coach (if needed) offers clarification about revealed results (possible interaction with client/participants).
- 4. Starting with second level of questioning (and so on to the last-fourth level of questioning)
- 5. The coach estimates at the end whether the client/participants achieved a sufficient level of understanding regarding their deprogramming of thinking behavior. If potentially yes, the coaching (or educational) process moves to the Essence phase, which is a further phase inside the SELcoacing method.



### **DEPROGRAMMING** phase

### FIRST LEVEL OF QUESTIONING A1 – A4





## A1: How do you implement your potential?

**Instruction:** Choose 3 the most relevant answers in your case!

Mark	Answer
A1-1	Through the professional development of my profession
A1-2	To attend conferences and other events in my professional field
A1-3	To actively participate in the professional association as a member or volunteer
A1-4	Being able to define professional content where I feel strongest
A1-5	To monitor the professional practices that have proven to be of a high ethical standard
A1-6	Through professional success in the organisation I am working for
A1-7	By participating in local leisure activities
A1-8	The discovery of a completely new activity for me to do in my spare time
A1-9	To find out already during school whether I am educating for one or more professions
A1-10	That I occasionally participate in professional discussions through unformal channels.

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### A2: How do you implement your mission?

**Instruction:** Choose 2 the least relevant answers in your case!

Mark	Answer
A2-1	To test the effectiveness of unformally acquired knowledge and skills
A2-2	To discover the most suitable profession for me, if my education is not naturally related to this profession
A2-3	Link my theoretical knowledge to organisational work processes
A2-4	Participate in the promotion of my profession to a wider audience
A2-5	Encouraging personal responsibility among employees in a public institution
A2-6	To promote the independent, professional and high quality operation of our organisation
A2-7	To promote the phenomenon or needs in the local community that I manage to identify beforehand
A2-8	To achieve excellence in the implementation of individual leisure activities
A2-9	By supporting older family members
A2-10	Choosing people with whom relations could become closer and more friendly.



### A3: How do you implement your vision?

**Instruction:** Choose 3 the least relevant answers in your case!

Mark	Answer
A3-1	By completing the desired formal education
A3-2	Through the consolidation of personal maturity
A3-3	Through the achievement of professional excellence
A3-4	Through personal responsibility in professional work
A3-5	Helping to illuminate and critique social conditions
A3-6	With successful professional work in the organisation
A3-7	To strive for the constant development of the quality and innovation of our services or products
A3-8	Through more intense involvement in individual leisure activities
A3-9	Through designing and introducing innovative leisure activities
A3-10	By reviving the meaning of life.

# A4: How do you implement your driving question?

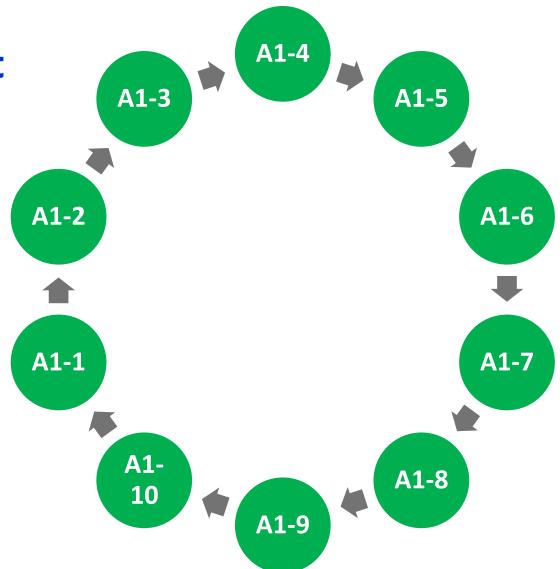
**Instruction:** Choose 2 the most relevant answers in your case!

Mark	Answer
A4-1	To assess the realistic possibilities of career development within my desired profession
A4-2	To choose an aspect of my professional career that is a priority and to consolidate it
A4-3	Prioritising my creativity over working hard
A4-4	To choose a flexible workplace where I am constantly moving
A4-5	To choose a completely routine and predictable workplace
A4-6	To get involved in a youth political organization at the national level
A4-7	To strengthen relations with fellow citizens through local activities in my spare time
A4-8	To actively encourage local people in the direction of local development initiatives
A4-9	To join online friendship through existing social networks
A4-10	To educate myself about the role and importance of spiritual principles in living humanly.

#### A1- How do you implement your potential?

**Instruction:** Choose 3 the most relevant answers in your case!

RESULT: The most relevant answers are all, but you needed to pick 3 of them.

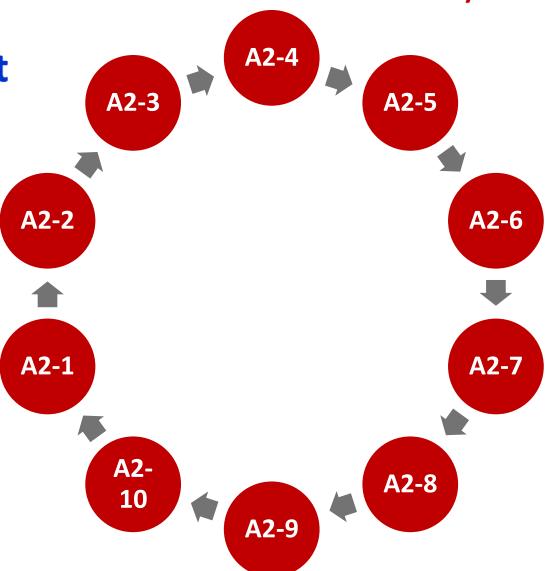


Successful result: 1 point

#### A2- How do you implement your mission?

Instruction: Choose 2 the least relevant answers in your case!

RESULT: The least relevant answers are all, but you needed to pick 2 of them.

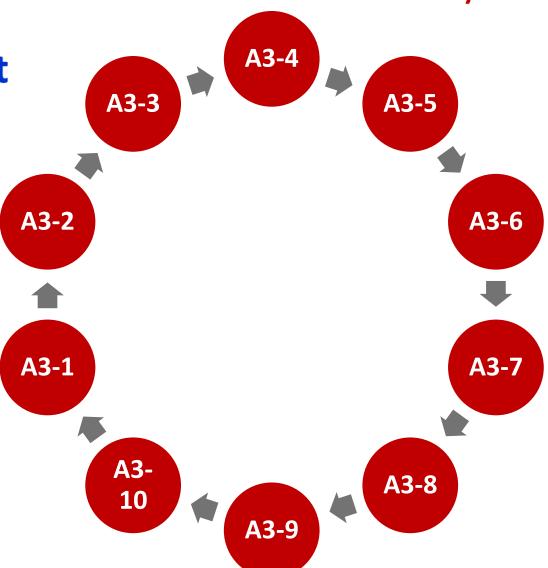


Successful result: 1 point

#### A3- How do you implement your vision?

**Instruction:** Choose 3 the least relevant answers in your case!

RESULT: The least relevant answers are all, but you needed to pick 3 of them.

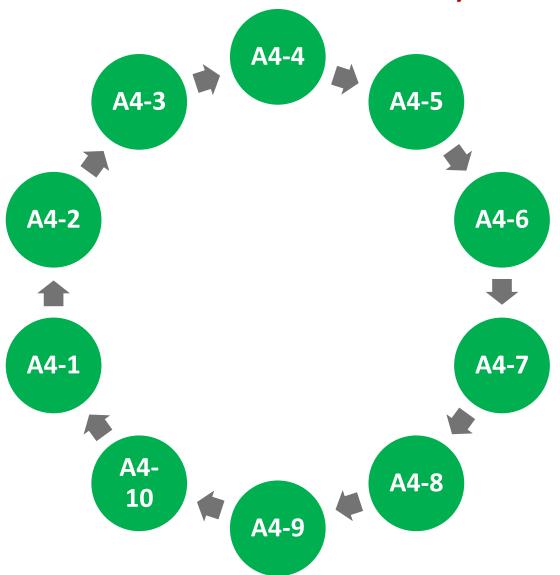


Successful result: 1 point

### A4- How do you implement your driving question?

**Instruction:** Choose 2 the most relevant answers in your case!

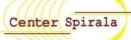
RESULT: The most relevant answers are all, but you needed to pick 4 of them.



Successful result: 1 point



WORK FORM	Selffmobility POTENTIAL	Selffmobility <b>MISSION</b>	Selffmobility <b>VISION</b>	Selffmobility  DRIVING QUESTION	Points under levels
FIRST LEVEL OF QUESTIONING A1 – A4	A1- Your answers: A1-3, A1-5, A1-7	A2- Your answers:	A3- Your answers:	A4- Your answers:	Min points: 0  Max points: 4
Points: 0 - 4	Points:	Points:	Points:	Points:	



# After revealing the results on questioning A1-A4

- COACH, IF NEEDED, OFFERS CERTAIN CLARIFICATION, ACCORDING TO EMERGED SITUATION AT CLIENT /PARTICIPANTS
- IN THE CASE THAT AN INDIVIDUAL USES THIS EXERCISE AS SELF-COACHING WITHOUT A COACH, THIS STEP CANNOT TAKE PLACE.



### SECOND LEVEL OF QUESTIONING B1 – B4

# B1: From where do you know for existence of the term 'potential'?

**Instruction:** Choose 3 answers that are completely wrong for you and the other participants!

Mark	Answer
B1-1	While reading a book many years ago, I came across the term potential
B1-2	I invented the term <i>potential</i> by chance
B1-3	I came across the term <i>potential</i> online
B1-4	I came across the concept of potential while taking a survey in secondary school
B1-5	I heard about the term <i>potential</i> from my parents' stories
B1-6	I learned about the term potential from a great lecturer years ago
B1-7	I came up with a term potential and explained it to others through my online blog
B1-8	Through the work organization where I work, I learn about my potential
B1-9	Through chance meetings or observations, I learn about the matter of my potential
B1-10	I came up with the term potential and looked for a book with content related to my term.

# B2: From where do you know for existence of the term 'mission'?

**Instruction:** Choose 2 answers that are completely wrong for you and the other participants!

Mark	Answer
B2-1	I get an idea of my <i>mission</i> from the donated books
B2-2	Through reading daily newspapers, I discover the meaning of my mission
B2-3	I am informed about the specifics of the term mission by following specialized magazines
B2-4	I got the opportunity to write something about the term <i>mission</i> , which I imagined some time ago
B2-5	During the interview with the head of the work organization, I think about the importance of mission
B2-6	I came up with the term mission myself, and I covered it professionally in a reputable professional magazine
B2-7	Through a book recommended by a teacher/professor I heard about term mission
B2-8	Through an honest conversation with friends or acquaintances, I discover my mission
B2-9	Through teachers and colleagues, I discover my mission
B2-10	Through participation in various psychological and career tests, where I shed light on my mission.

# B3: From where do you know for existence of the term 'vision'?

**Instruction:** Choose 2 answers that are completely wrong for you and the other participants!

Mark	Answer
B3-1	My favorite teacher/professor teaches me about the importance of my vision
B3-2	Because my friends know me well, they can suggest a lot about my vision
B3-3	I myself know about the term vision and, at the appropriate moment, I also introduced this to my parents
B3-4	I listen to my superior's advice about my vision
B3-5	I became aware of the importance of <i>vision</i> through listening to an online lecture
B3-6	I look for a book on career development and learn about the importance of vision there
B3-7	I come across an article in a scientific journal about the importance of our vision for the modern individual
B3-8	I created a new term, called it a vision, and integrated it into my organizational work
B3-9	When I meet a homeless person, I think about his life path in the light of the individual's vision
B3-10	A random passer-by measured me with his eyes and predicted the vision I would have.

### B4: From where do you know for existence of the term 'driving question'?

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**Instruction:** Choose 1 answer that is completely wrong for you and the other participants!

Mark	Answer
B4-1	Through surfing the web I get information about the importance of having my driving question
B4-2	By following the daily newspaper, I come across articles about the need to have one's driving question in life
B4-3	I borrow the book that most accurately illuminates the importance of finding one's driving question
B4-4	Through various lectures, I get an insight into my driving question
B4-5	I came up with a term driving question, gave it a name and promoted it through a virtual online network
B4-6	A fortune teller tells me the meaning of my driving question
B4-7	In the dilemma of my driving question, I listen to the advice of a colleague
B4-8	My friends know more clearly than I do what question is driving me in life
B4-9	I understand the meaning of driving question from the content of the lecture
B4-10	News programmes with a lot of apocalyptic flair make me think about my driving question of life.

B1- From where do you know for existence of the term 'potential'?

Instruction: Choose 3 answers that are completely wrong for you and the

other participants!

RESULT: Completely wrong answers are following:

I invented the term potential by chance **B1-2** I came up with the term *potential* and looked for a book with content related **B1-7** to my term. I came up with a **B1**term *potential* and 10 explained it to others through my online blog

Successful result: 2 points

### B2- From where do you know for existence of the term 'mission'?

Instruction: Choose 2 answers that are completely wrong for you and the

other participants!

RESULT: Completely wrong answers are following:

got the opportunity to write something **B2-4** about the term mission, which I imagined some time ago **B2-6** I came up with the term mission myself, and I covered it professionally in a reputable professional magazine

Successful result: 2 points

### B3- From where do you know for existence of the term 'vision'?

Instruction: Choose 2 answers that are completely wrong for you and the

other participants!

RESULT: Completely wrong answers are following:

**B3-3** I myself know about the term *vision* and, at the appropriate moment, I also introduced this to my parents **B3-8** 

Successful result: 2 points

Not successful result: 0 points

I created a new term, called it a *vision*, and integrated it into my organizational work

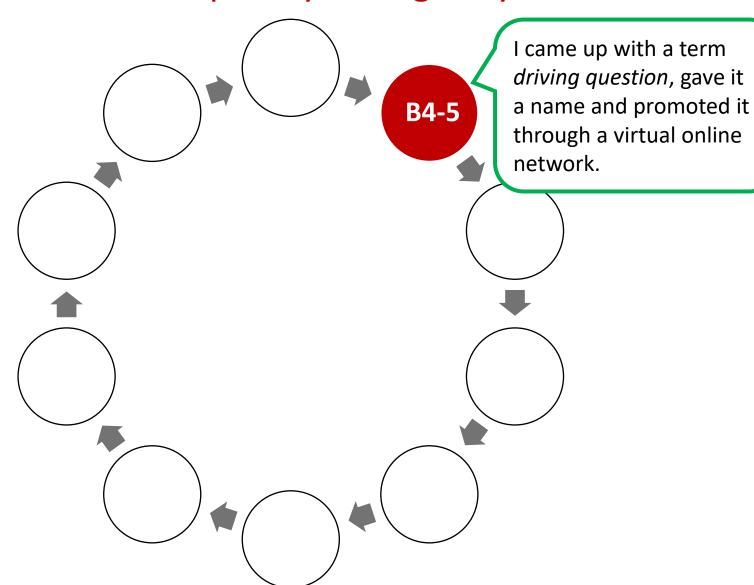
B4- From where do you know for existence of the term 'driving question'?

Instruction: Choose 1 answer that is completely wrong for you and the

other participants!

RESULT: Completely wrong answer is following:

Successful result: 2 points





WORK FORM	Selffmobility <b>POTENTIAL</b>	Selffmobility <b>MISSION</b>	Selffmobility <b>VISION</b>	Selffmobility  DRIVING QUESTION	Points under levels
FIRST LEVEL OF QUESTIONING A1 – A4	A1- Your answers: A1-3, A1-5, A1-7	A2- Your answers:	A3- Your answers:	A4- Your answers:	Min points: 0  Max points: 4
Points: 0 - 4	Points:	Points:	Points:	Points:	
SECOND LEVEL OF QUESTIONING B1 – B4	B1- Your answers: B1-4, B1-6, B1-9	B2- Your answers:	B3- Your answers:	B4- Your answers:	Min points: 0  Max points: 8
Points: 0 - 8	Points:	Points:	Points:	Points:	



### After revealing the results on questioning B1-B4

- COACH, IF NEEDED, OFFERS CERTAIN CLARIFICATION, ACCORDING TO EMERGED SITUATION AT CLIENT /PARTICIPANTS
- IN THE CASE THAT AN INDIVIDUAL USES THIS EXERCISE AS SELF-COACHING WITHOUT A COACH, THIS STEP CANNOT TAKE PLACE.



# THIRD LEVEL OF QUESTIONING C1 – C4



### C1: What is your potential?

**Instruction:** Choose 2 answers that are completely correct for you and the other participants!

Mark	Answer
C1-1	The ability to create information from the obtained data
C1-2	Developed ability to behave appropriately towards others in various current situations
C1-3	Ability to pay bills with intellectual capital
C1-4	Developed values for the development of society and the promotion of our national consciousness
C1-5	The ability to find a balance between experiencing and expressing emotions
C1-6	The ability to capture the present moment
C1-7	The ability to be aware of own mental states
C1-8	The ability to combine social and natural science knowledge in a meaningful way
C1-9	The ability to concentrate fully on the task at hand
C1-10	The ability to physically perceive the immediate environment



### C2: What is your mission?

**Instruction:** Choose 2 answers that are completely correct for you and the other participants!

Mark	Answer
C2-1	Striving to discover own societal role
C2-2	Seeking spiritual answers to earthly questions
C2-3	Striving to balance emotional and mental states
C2-4	Efforts to spread values throughout the social community
C2-5	Striving for a virtual body weight
C2-6	Efforts to accommodate the diversity of cultural and religious practices
C2-7	Advocating for social institutions to become recognised and professionalised
C2-8	Striving for 25 hours of daily thinking
C2-9	Striving to develop more balanced interpersonal relationships
C2-10	Promoting the green development paradigm



### C3: What is your vision?

**Instruction:** Choose 1 answer that is completely correct for you and the other participants!

Mark	Answer
C3-1	Strengthen knowledge of my own character habits
C3-2	To study the relationship between morality and human conscience
C3-3	Become more constructive and critical of how governmental and public institutions are run
C3-4	Achieve a greater capacity for positive thinking
C3-5	To achieve a deeper understanding of what are those virtues and values that are universal to human beings
C3-6	The discovery of the emotion that is the cause of my greatest problems
C3-7	In the future, I intend to look more actively for organic food
C3-8	Define three key things in the next year that are worth living and fighting for
C3-9	Achieving spiritual growth of over three metres in a few years
C3-10	Clarify in yourself the understanding of the meaning of metaphysics and the quantum leap.



### C4: What is your driving question?

**Instruction:** Choose 1 answer that is completely correct for you and the other participants!

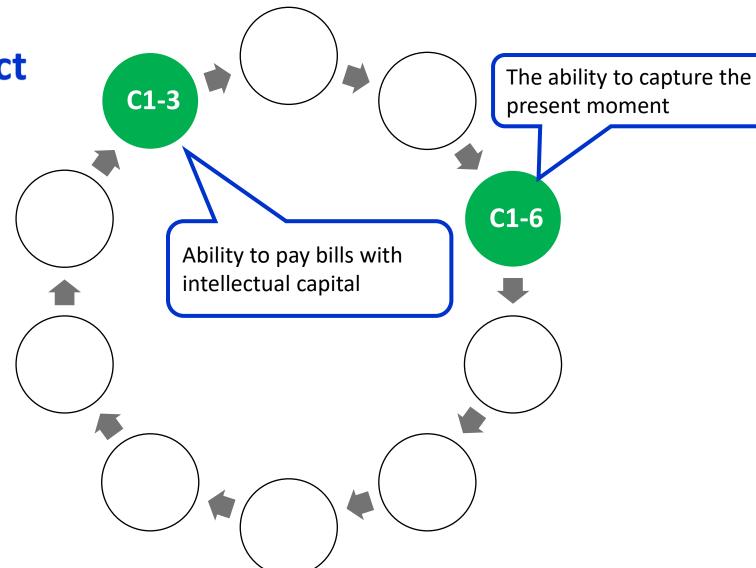
Mark	Answer
C4-1	How can I persuade others to like and respect me more?
C4-2	How to set a clear boundary that I don't want something?
C4-3	Which bank has the most secure bank vault for happiness?
C4-4	Have I fulfilled my first major wish in life?
C4-5	Do I respect the values according to my current circumstances and interests?
C4-6	How can I find peace within myself?
C4-7	Why are there always wars, when in principle we all reject violence?
C4-8	Is it better to give food to the poor or to help them produce enough food for themselves?
C4-9	Does it seem necessary to decide on small local issues at the central level?
C4-10	Does the positive way I live my life affect the attitude of others towards me?

#### C1- What is your potential?

**Instruction:** Choose 2 answers that are completely correct for you and the other participants!

**RESULT: Completely correct** 

answers are following:



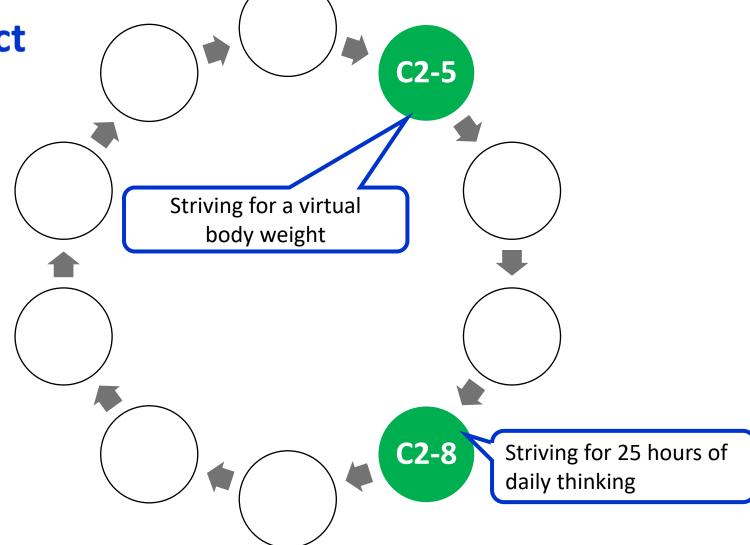
Successful result: 3 points

### **C2- What is your mission?**

Instruction: Choose 2 answers that are completely correct for you and the other participants!

**RESULT: Completely correct** 

answers are following:



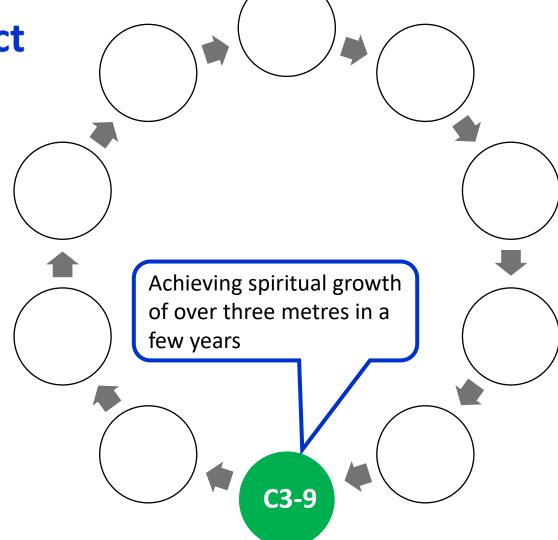
Successful result: 3 points

### C3- What is your vision?

Instruction: Choose 1 answer that is completely correct for you and the other participants!

**RESULT: Completely correct** 

answer is following:



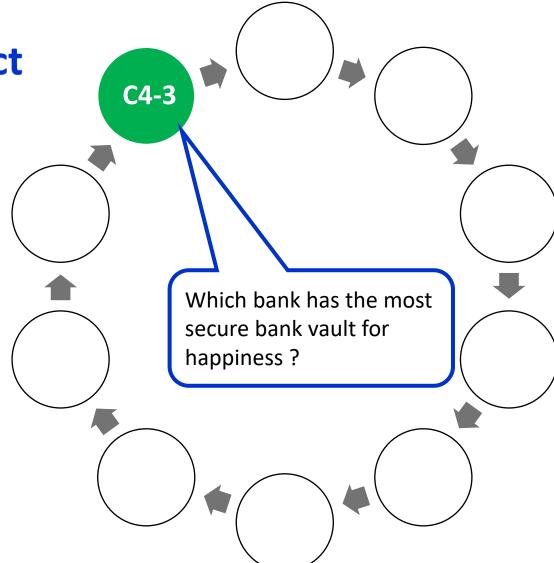
Successful result: 3 points

### C4- What is your driving question?

**Instruction:** Choose 1 answer that is completely correct for you and the other participants!

**RESULT: Completely correct** 

answer is following:



Successful result: 3 points



WORK FORM	Selffmobility POTENTIAL	Selffmobility <b>MISSION</b>	Selffmobility <b>VISION</b>	Selffmobility  DRIVING QUESTION	Points under levels
FIRST LEVEL OF QUESTIONING A1 – A4	A1- Your answers: A1-3, A1-5, A1-7	A2- Your answers:	A3- Your answers:	A4- Your answers:	Min points: 0  Max points: 4
Points: 0 - 4	Points:	Points:	Points:	Points:	
SECOND LEVEL OF QUESTIONING B1 – B4	B1- Your answers: B1-4, B1-6, B1-9	B2- Your answers:	B3- Your answers:	B4- Your answers:	Min points: 0  Max points: 8
Points: 0 - 8	Points:	Points:	Points:	Points:	
THIRD LEVEL OF QUESTIONING C1 – C4	C1- Your answers: C1-5, C1-8	C2- Your answers:	C3- Your answers:	C4- Your answers:	Min points: 0  Max points: 12
Points: 0 - 12	Points:	Points:	Points:	Points:	

After revealing the results on questioning C1-C4

- COACH, IF NEEDED, OFFERS CERTAIN CLARIFICATION, ACCORDING TO EMERGED SITUATION AT CLIENT /PARTICIPANTS
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### FOURTH LEVEL OF QUESTIONING D1 – D4

## D1: How do you implement your potential?

**Instruction:** Choose 3 the most relevant answers in your case!

Mark	Answer
D1-1	To be able to define individual professional content where I feel professionally strongest
D1-2	Through activities in the local community
D1-3	To discover a completely new activity for myself in which I can get involved in my spare time and free time
D1-4	To familiarise myself with educational content that I have always been interested in
D1-5	Encouraging healthy lifestyles among older family members
D1-6	Putting my all potential into practice by doing all sorts of housework
D1-7	Make a list of all the possible careers that correspond to the training I have received
D1-8	Through the integration of acquired school knowledge in the work organisation
D1-9	To take part in the creation of methods of co-operation with related professions and other professions
D1-10	To bring out my personal qualities within the profession itself.

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## D2: How do you implement your mission?

**Instruction:** Choose 2 the most correct answers in your case!

Mark	Answer
D2-1	To develop individual professional dimensions in which I can rely to a greater extent on my natural gifts
D2-2	To participate in the promotion of my profession within wider target audiences
D2-3	Bringing more humanity into my professional work
D2-4	By promoting public institutions and their role
D2-5	Through the activation of social responsibility in the working organisation
D2-6	To increase participation in my current leisure activities
D2-7	Neglecting things or activities that no longer seem important to me
D2-8	That I carry out my work carefully, responsibly and to the highest possible quality
D2-9	Helping older family members with normal daily tasks
D2-10	Through the development of new friendships and acquaintances.



## D3: How do you implement your vision?

**Instruction:** Choose 4 the most correct answers in your case!

Mark	Answer
D3-1	To achieve a high professional qualification
D3-2	To test and strengthen personal virtues by working in a work organisation
D3-3	Spending every day trying to improve my troubled personal relationships
D3-4	Mastering the basic skills needed to communicate with each other
D3-5	Creation of a plan for the future development of the working organisation
D3-6	Promotion of the identification of problem phenomena in the social community
D3-7	Foundation of a new non-governmental organisation
D3-8	To refresh and deepen the sense of involvement in individual leisure activities
D3-9	To identify all the most important decisions I have made in my life so far
D3-10	To prepare myself for new challenges in life.

## D4: How do you implement your driving question?

**Instruction:** Choose 1 the most correct answer in your case!

Mark	Answer
D4-1	To educate myself on things I cannot learn at school
D4-2	Balancing financial and professional benefits
D4-3	To assess the realistic possibilities for career development in my chosen profession
D4-4	Deciding on career steps within the current work organisation
D4-5	Defining work for myself as a source of necessary income or as a means of self-expression
D4-6	Find my favourite local activity in the local community
D4-7	That by learning about the world and history, I learn to behave in new ways and broaden my horizons
D4-8	Through the determination of the ideal type of housing
D4-9	To make a conscious decision to meet more interesting people
D4-10	To look more consciously at the current anchor on which the current path of life rests.

#### D1- How do you implement your potential?

**Instruction:** Choose 3 the most relevant answers in your case!

RESULT: The most relevant answers are following:

Choosing 4 answers Choosing **Choosing** 2 answers 5 answers Not Choosing **Choosing** 1 answer 6 answers choosing 3 answers Choosing Choosing 10 7 answers answers Choosing Choosing 9 answers 8 answers

Successful result: 4 points

#### D2- How do you implement your mission?

**Instruction:** Choose 2 the most relevant answers in your case!

RESULT: The most relevant answers are following:

Choosing 4 answers Choosing Choosing 3 answers 5 answers Not Choosing **Choosing** 1 answer 6 answers choosing 2 answers Choosing Choosing 10 7 answers answers Choosing Choosing 9 answers 8 answers

Successful result: 4 points

#### D3- How do you implement your vision?

**Instruction:** Choose 4 the most relevant answers in your case!

RESULT: The most relevant answers are following:

Choosing 3 answers Choosing Choosing 2 answers 5 answers Not Choosing **Choosing** 1 answer 6 answers choosing 4 answers Choosing Choosing 10 7 answers answers Choosing Choosing 9 answers 8 answers

Successful result: 4 points

#### D4- How do you implement your driving question?

**Instruction:** Choose 1 the most relevant answer in your case!

RESULT: The most relevant answer is following:

Choosing 4 answers Choosing **Choosing** 3 answers 5 answers Not Choosing **Choosing** 2 answer 6 answers choosing 1 answer Choosing Choosing 10 7 answers answers Choosing Choosing 9 answers 8 answers

Successful result: 4 points



WORK FORM	Selffmobility POTENTIAL	Selffmobility <b>MISSION</b>	Selffmobility <b>VISION</b>	Selffmobility DRIVING QUESTION	Points under levels
FIRST LEVEL OF QUESTIONING A1 – A4	A1- Your answers: A1-3, A1-5, A1-7	A2- Your answers:	A3- Your answers:	A4- Your answers:	Min points: 0  Max points: 4
Points: 0 - 4	Points:	Points:	Points:	Points:	
SECOND LEVEL OF QUESTIONING B1 – B4	B1- Your answers: B1-4, B1-6, B1-9	B2- Your answers:	B3- Your answers:	B4- Your answers:	Min points: 0  Max points: 8
Points: 0 - 8	Points:	Points:	Points:	Points:	
THIRD LEVEL OF QUESTIONING C1 – C4	C1- Your answers: <u>C1-5, C1-8</u>	C2- Your answers:	C3- Your answers:	C4- Your answers:	Min points: 0  Max points: 12
FOURTH LEVEL OF QUESTIONING D1 – D4	D1- Your answers: D1-4, D1-5, D1-6	D2- Your answers:	D3- Your answers:	D4- Your answers:	Min points: 0  Max points: 16
Points: 0 - 16	Points:	Points:	Points:	Points:	



# After revealing the results on questioning D1-D4

- COACH, IF NEEDED, OFFERS CERTAIN CLARIFICATION, ACCORDING TO EMERGED SITUATION AT CLIENT /PARTICIPANTS
- IN THE CASE THAT AN INDIVIDUAL USES THIS EXERCISE AS SELF-COACHING WITHOUT A COACH, THIS STEP CANNOT TAKE PLACE.



Level of questioning	1. Question	2. Question	3. Question	4. Question	All points
1. Level A1 – A4	1	1	1	1	4
2. Level B1 – B4	2	2	2	2	8
3. Level C1 – C4	3	3	3	3	12
4. Level D1 – D4	4	4	4	4	16
All points	10	10	10	10	40

Resulting of all 4 levels of questioning

Score: The more points you score, the more likely you are to understand the logic behind mind programming.