



Goal Mapping

Programme Approach for Business

The Goal Mapping Programme complements existing skills based training and technical knowledge by enhancing and empowering their application.

Teaching skills to people who have not the attitude to apply them, is as pointless as providing technical knowledge to anyone who has not the confidence to use it.

The success of the programme is founded on three supporting pillars: *philosophy*, *psychology*, and *technology*, and are representational of the three main ingredients that form our character traits and habits. Philosophy is the WHAT. Psychology is the WHY. Technology is the HOW.

We each have a personal Philosophy that will determine the path we choose in life and our attitude towards what we do. With a little practical Psychology we are able to measure ourselves – to understand our motives and drives, and learn self-motivation. And the technology of human empowerment techniques such as goal setting, enable us to move forward more effectively. All three parts are necessary for us to fully employ the skills we have learned and knowledge we have gained.

Most companies provide technical knowledge and skill training. And, in the vast majority of cases, the company itself is best suited to carry out this task having specific knowledge of their industry and requirements. However, experience shows that if twenty people are interviewed and five are selected, each receiving the same induction training, one will turn into a star, three will be average, and one will require additional coaching.

The difference that makes the difference between these people is known as the DAC factor. DAC stands for; *Drive*, *Attitude*, and *Confidence*, and the Goal Mapping Success Day is focused to help raise the level of Drive, Attitude, and Confidence in everyone who attends.

