



COACHING EXERCISE

Discover the Power of the Map

For trainers, coaches and HR professionals who truly want to create movement in people



DISCOVER

Discover the Power of The World of Difference

BRIEF INTRODUCTION

The World of Difference is a cartographic representation of the DISC model, structured around four areas: Decisive, Influential, Stable and Conscientious. The map is divided by two axes:

- + Introvert – Extravert (horizontal)
- + People-oriented – Task-oriented (vertical)

OBJECTIVE

A first introduction to The World of Difference as a visual facilitation tool. The coachee reflects on their own behavior. Not to change it, but to become more aware of what happens and what it produces.

TARGET GROUP

One-on-one coaching (coach + coachee).
Also suitable as a short exercise within training sessions.

REQUIRED

The World of Difference map (page 3).

SET-UP

Invite the coachee to view the map as a landscape, with places that symbolize behavior (for example: decisive, calm, careful, clear). Explain that this is not about “moving house,” but about travel patterns: Explain that this is not about “moving house,” but about travel behavior: Where do you travel often? Where do you rarely go? Where might you go too frequently?

GUIDING QUESTIONS

- + Which places do you visit most often? / Behavior you regularly show
- + Which places do you rarely visit? / Behavior you show less frequently
- + Which places would you like to visit more often? / Behavior you would like to develop or show more intentionally

Pay attention to what makes certain places attractive or useful and others less comfortable. Encourage the coachee to name multiple places.

Explore together:

- + What stands out?
- + What surprises you?
- + Where does friction appear?

DEEPENING THE REFLECTION

Together, choose one place that deserves extra attention in the coming period. Not as a goal to achieve, but as a destination to consciously visit more often.

Ask:

- + What would it mean to travel there more frequently?
 - + How would you recognize that you are there?
- (Behavior / words / feelings / impact)

Summarize in one sentence, for example:

"I notice that I often stay in 'careful,' I'm curious about 'decisive,' and I would like to spend less time in 'doubt.'"



Landscapes of our behaviour





CREATING A WORLD OF UNDERSTANDING

