

WHOSE APPLE DYNAMIC™ GPS ROAD MAP™ MODULE 1



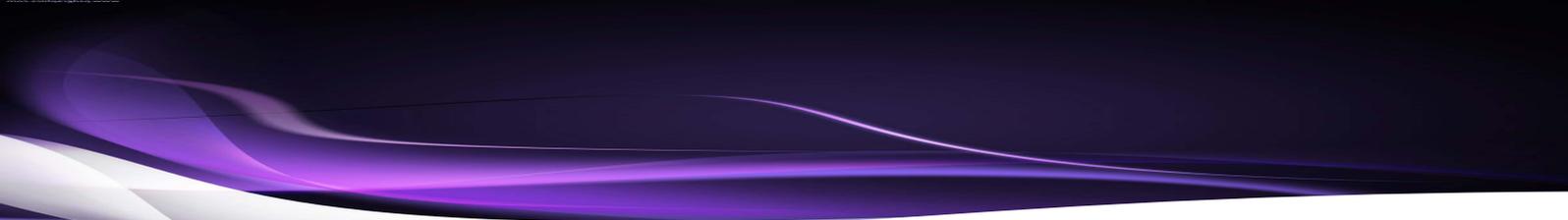
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WHOSE APPLE
A LIFETIME OF CHANGE IS EMPOWERED BY A SINGLE ACT OF COURAGE.



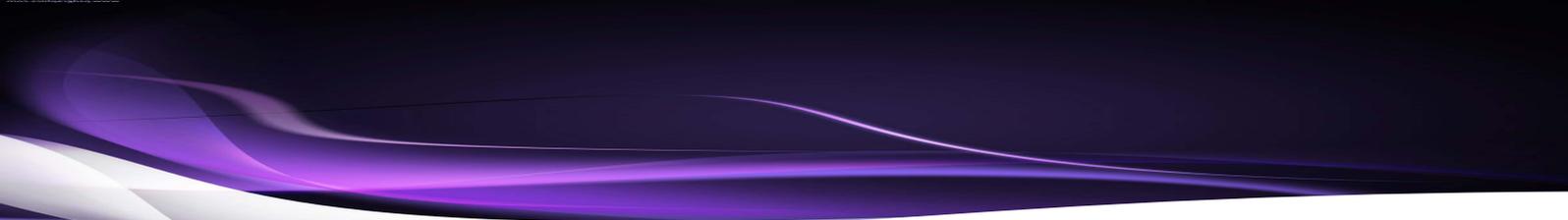




The Whose Apple Dynamic™ GPS Road Map™ Toolkit







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The Whose Apple Dynamic GPS Road Map Workbook series was
originally created by, Universal Coaching Systems Pty Ltd, the
professional coaching tools company.

Since then, your coach, Linda F. Williams, has invested in The Program
and made modifications as needed to best suit your needs. We hope
you enjoy the team effort!

Please feel free to store and/or print this workbook for your own
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Whose Apple Dynamic™ GPS Road Map™ Pathfinder Workbook

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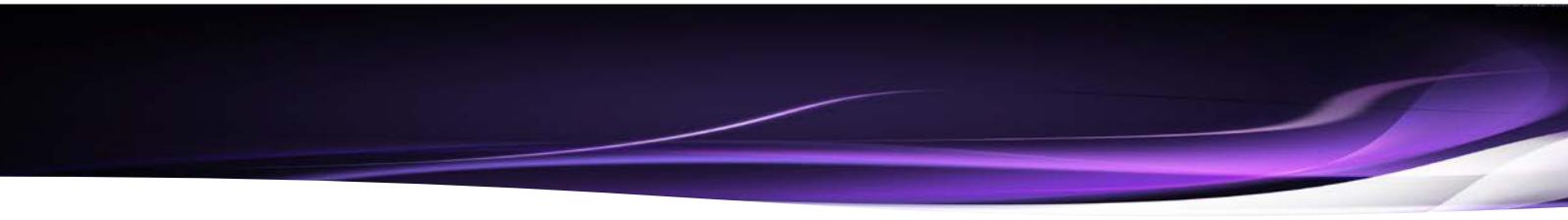
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INTRODUCTION

If you are at a crossroads in your life and don't know which road to take next, The Whose Apple Dynamic™ GPS Road Map™ is exactly what you have been looking for.

The program is a guided, exploratory tour to understanding yourself better, so that you can create a life that has meaning and heart for you.

The Whose Apple Dynamic GPS Road Map™ will help you:

- Discover what drives you
- Make better decisions that feel right
- Build empowering beliefs for better results
- Create a skills development plan
- Establish goals that excite and motivate you
- View success on your own terms

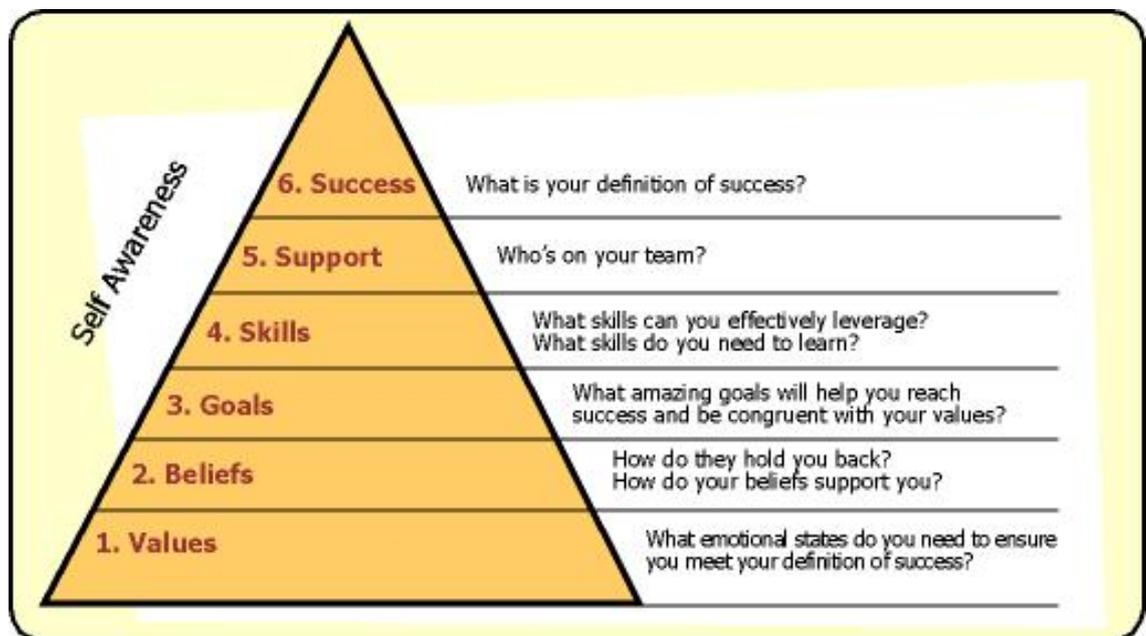


Figure 1: The Success Framework

The Whose Apple Dynamic™ GPS Road Map™ is a self-paced personal development program founded on the idea that personal success and happiness ultimately come from enhanced self-awareness. Through the program you will be guided through a success alignment, which covers essential personal development components including: values, beliefs, goals, skills, support and success (see Figure 1).

The 17 exploratory exercises provided over the next six chapters will assist you to open up the way you think about yourself and set the stage for new personal insights and possibilities.



Once you have completed The Whose Apple Dynamic™ GPS Road Map™ you will be ready to turn your new self-awareness into real results by completing the Goal Tracker™.

VALUES

The success alignment starts with the foundation layer, values.

Question: Imagine that you have to decide between taking Option A or Option B – how do you know which to choose?

Answer: By knowing your values.

When you know your values, it is easy to know when something is right for you, because your values are the things that are the most important to you – the things that you cannot live happily without.

- By knowing your values, you will be able to make decisions that you will find fulfilling and rewarding.
- By not knowing your values you may make decisions that meet someone else's values and may or may not make you happy.

WHAT IS A VALUE?

For the purpose of this workbook, a value is a quality that you have, or would like to have, that will help you to achieve your goals most effectively. Values tend to be conceptual words – things that you cannot touch or hold, e.g. love, creativity, power, freedom, wealth, success.



You define your values. You choose them. You shape the life you want to live.

You collect your values, usually subconsciously, from your friends, family, society and from your experiences. Your values may change slightly over time and evolve as you evolve. However, they are unlikely to change drastically over time unless a dramatic event occurs that modifies your view of the world. An example of such an event would be a death, separation or illness.

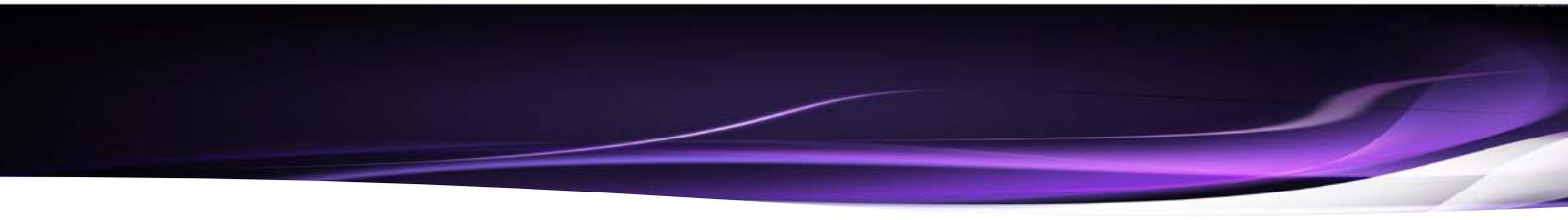
Your values rule how you interpret what is happening all around you at every moment. This impacts your feelings, which impact your actions, which become your results.

This means that awareness of your values will enable you to better understand:

- What motivates you to act
- The results you are getting in your life and why

ANOTHER PERSPECTIVE

Imagine that all of your favourite people in the world are together at one party with the sole purpose of celebrating you. At this party four different people, including a family member, a community member, a friend and a work colleague, make a speech about you. Take a few minutes to imagine



what each person would say and write down the key concepts from each speech.

THE JOHARI WINDOW

A Johari Window¹ consists of the following 55 adjectives used as possible descriptions of the participant. In alphabetical order they are:

- able
- accepting
- adaptable
- bold
- brave
- calm
- caring
- cheerful
- clever
- complex
- confident
- dependable
- dignified
- energetic
- extroverted
- friendly
- giving
- happy
- helpful
- idealistic
- independent
- ingenious
- intelligent
- introverted
- kind
- knowledgeable
- logical
- loving
- mature
- modest
- nervous
- observant
- organized
- patient
- powerful
- proud
- quiet
- reflective
- relaxed
- religious
- responsive
- searching
- self-assertive
- self-conscious
- sensible
- sentimental
- shy
- silly
- spontaneous
- sympathetic
- tense
- trustworthy
- warm
- wise
- witty

INSTRUCTIONS

1. Each person chooses 5 adjectives to describe one another. For example, Person A will choose 5 adjectives to describe him- or herself. Person B will choose 5 adjectives to describe Person A.
2. Adjectives that are selected by **both the participant and his or her peer(s)** are placed into the **Arena²** quadrant.

¹ Adapted from: Darden, K. (2003). Understanding ourselves better. Career Life Institute Retrieved on February 16, 2009 from http://www.careerlife.net/assessments/assessments.html&usg=__v_q3XSKFRCEMYxAOgzh4hQqW0bY=&h=340&w=337&sz=15&hl=en&start=18&tbnid=Lp_aki9mAfvbkM:&tbnh=119&tbnw=118&prev=/images%3Fq%3DJohari%2BWindow%26gbv%3D2%26hl%3Den%26rlz%3D1T4GWYE_enUS298US298%26sa%3DG

² This quadrant represents traits about which the subject and their peers are aware.

3. Adjectives selected **only by the participant**, but not by any of their peers, are placed into the **Façade**³ quadrant.
4. Adjectives that are not selected by the participant but **only by their peers** are placed into the **Blind Spot**⁴ quadrant.
5. Adjectives that are **not selected** are assigned to the **Unknown**⁵ quadrant, representing behaviours and/or motives that were not recognized by either participant.
6. After the exercise is completed for Person A, repeat these steps for Person B.

SEE EXERCISE ON NEXT PAGE

³ This quadrant represents information about the subject of which their person are unaware. Disclosure is at the discretion of the subject.

⁴ This quadrant represents what others see in the subject that the subject does not see. Disclosure is at the discretion of the peers who observe these traits in the subject.

⁵ Unused terms in the Unknown Quadrant do not necessarily apply. These could be unknown because neither party is aware of they exist or because they do not exist in the subject.

	CONSCIOUS	PRIVATE	
PUBLIC	<p><u>ARENA</u> Public Self (Public/Conscious) <i>Known to me and others</i></p>	<p><u>FACADE</u> Private Self (Public/Unconscious) <i>Known to me only</i></p>	
	<p>1. _____</p> <p>2. _____</p> <p>3. _____</p> <p>4. _____</p> <p>5. _____</p>	<p>6. _____</p> <p>7. _____</p> <p>8. _____</p> <p>9. _____</p> <p>10. _____</p>	
PRIVATE	<p><u>BLIND SPOT</u> Hidden Self (Public/Unconscious) <i>Known to others but not to me</i></p>	<p><u>UNKNOWN</u> Unknown Self (Private/Unconscious) <i>Not known to me or anyone else</i></p>	
	<p>11. _____</p> <p>12. _____</p> <p>13. _____</p> <p>14. _____</p> <p>15. _____</p>	<p>16. _____</p> <p>17. _____</p> <p>18. _____</p> <p>19. _____</p> <p>20. _____</p>	
	UNCONSCIOUS		



WHAT DOES EACH PERSON SAY ABOUT YOU IN THEIR
SPEECH?

Speech 1 – Family Member

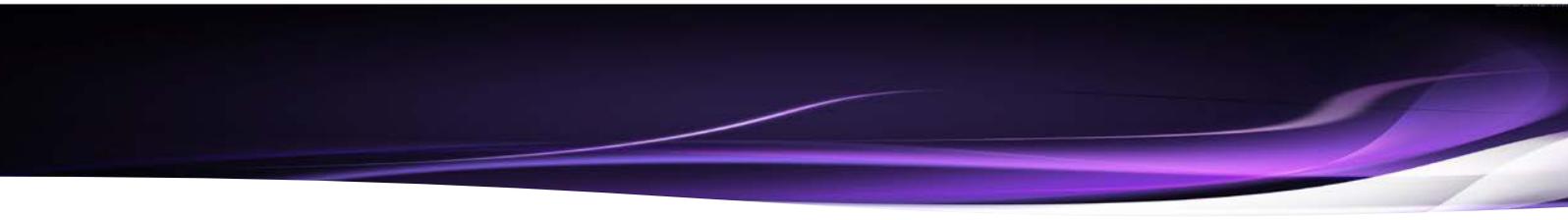
A large empty rectangular box with a dotted border, intended for writing the response to Speech 1.

Speech 2 – Someone in Your Community

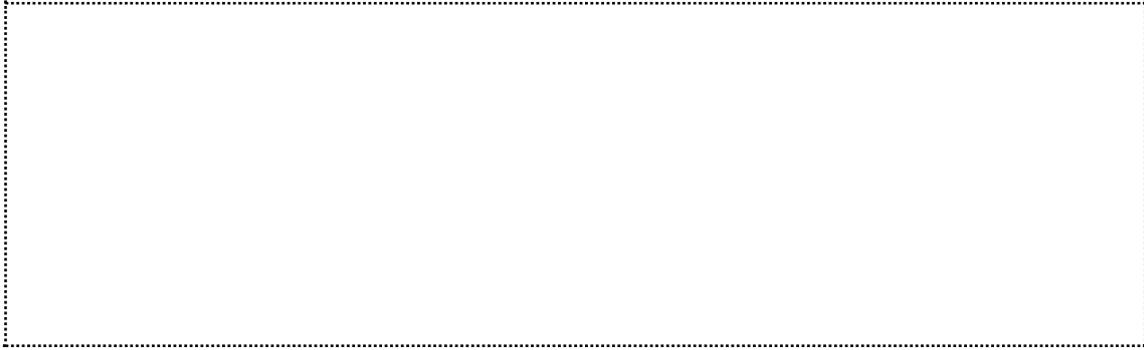
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Speech 3 – Dear Friend

A large empty rectangular box with a dotted border, intended for writing the response to Speech 3.



Speech 4 – Work Colleague



GO TO NEXT PAGE FOR VALUES SECTION

EXPLORING VALUES – VALUES LIST

Get inspired from the wide sampling of possible core values. Circle all words that describe what matters most to you. You should note any of these that apply to you so you can use them in the following exercise.

Abundance	Beauty	Concentration	Determination	Excellence
Acceptance	Being the best	Confidence	Devotion	Excitement
Accomplished	Belonging	Conformity	Devoutness	Exhilaration
Accuracy	Benevolence	Congruency	Dexterity	Expectancy
Achievement	Bliss	Connection	Dignity	Expediency
Acknowledged	Boldness	Consciousness	Diligence	Experience
Activeness	Bravery	Consistency	Direction	Expertise
Adaptability	Brilliance	Contentment	Directness	Exploration
Adoration	Calmness	Continuity	Discipline	Expressive
Adroitness	Camaraderie	Contribution	Discovery	Extravagance
Adventure	Candor	Control	Discretion	Extroversion
Affection	Capability	Conviction	Diversity	Exuberance
Affluence	Care	Conviviality	Dominance	Fairness
Aggressive	Carefulness	Coolness	Dreaming	Faith
Agility	Celebrity	Cooperation	Drive	Fame
Alertness	Certainty	Cordiality	Duty	Family
Altruism	Challenge	Correctness	Dynamism	Fascination
Ambition	Charity	Courage	Eagerness	Fashion
Amusement	Charm	Courtesy	Economy	Fearlessness
Anticipation	Chastity	Craftiness	Ecstasy	Ferocity
Appreciation	Cheerfulness	Creativity	Education	Fidelity
Approachable	Clarity	Credibility	Effectiveness	Fierceness
Articulate	Cleanliness	Cunning	Efficiency	Financial
Assertiveness	Clear-mindedness	Curiosity	Elation	Firmness
Assurance	Cleverness	Daring	Elegance	Fitness
Attentiveness	Closeness	Decisiveness	Empathy	Flexibility
Attractiveness	Comfort	Decorum	Encouraging	Flow
Audacity	Commitment	Deference	Endurance	Fluency

Availability	Compassion	Delight	Energy	Focus
Awareness	Completion	Dependability	Enjoyment	Fortitude
Awe	Composure	Depth	Entertainment	Frankness
Balance		Desire	Enthusiasm	Freedom
Friendliness	Inventiveness	Peace	Resourceful	Strength
Frugality	Investing	Perceptiveness	Respect	Structure
Fun	Joy	Perfection	Rest	Success
Gallantry	Judiciousness	Perkiness	Restraint	Supremacy
Gentility	Justice	Perseverance	Reverence	Sympathy
Giving	Keeness	Piety	Richness	Synergy
Grace	Kindness	Playfulness	Rigour	Teamwork
Gratitude	Knowledge	Pleasantness	Sacredness	Temperance
Gregarious	Leadership	Pleasure	Sacrifice	Thankfulness
Growth	Learning	Poise	Sagacity	Thoroughness
Guidance	Liberation	Popularity	Saintliness	Thoughtful
Happiness	Liberty	Potency	Satisfaction	Thrift
Harmony	Liveliness	Power	Security	Tidiness
Health	Logic	Persistence	Self-control	Timeliness
Heart	Longevity	Persuasive	Selflessness	Traditionalism
Helpfulness	Love	Philanthropy	Self-reliance	Tranquillity
Heroism	Majesty	Practicality	Sensitivity	Transcendence
Holiness	Making a difference	Pragmatism	Sensuality	Trust
Honesty	Mastery	Precision	Serenity	Truth
Honour	Maturity	Preparedness	Service	Understanding
Hopefulness	Meekness	Presence	Sexuality	Unflappability
Hospitality	Mellowness	Privacy	Sharing	Uniqueness
Humility	Meticulous	Proactive	Shrewdness	Unity
Humour	Mindfulness	Professional	Significance	Usefulness
Hygiene	Modesty	Prosperity	Silence	Utility
Imagination	Motivation	Prudence	Silliness	Variety
Impact	Mysterious	Punctuality	Simplicity	Virtue
Independence	Neatness	Purity	Sincerity	Vision
Industry	Nerve	Realism	Skilfulness	Vitality
Ingenuity	Obedience	Reason	Solidarity	Warmth

Inquisitiveness	Open-minded	Recognition	Solitude	Watchfulness
Insightful	Openness	Recreation	Soundness	Wealth
Inspiration	Optimism	Refinement	Speed	Wilfulness
Integrity	Order	Reflection	Spirit	Willingness
Intelligence	Organization	Relaxation	Spirituality	Winning
Intensity	Originality	Reliability	Spontaneity	Wisdom
Intimacy	Outlandish	Religiousness	Spunk	Wittiness
Intrepidness	Outrageous	Resilience	Stability	Wonder
Introversion	Passion	Resolution	Stealth	Youthfulness
Intuition		Resolve	Stillness	Zeal

DISCOVER YOUR TOP VALUES

This exercise will help you clarify your core values, those things most important to you, and then prioritize them to give you added clarity. Please follow the steps outlined below and take your time.

STEP ONE: Review the values listed *above* and feel free to add any you do not see. Make sure this list is as complete as possible before you begin.

STEP TWO: As you review the list again, **circle ALL of you're most important values.** You will write these down in the following step.



STEP THREE: Look at all of the words you came up with in your speeches and in your values exploration and write down the 24 most important words in the space below.

MY MAIN 24 VALUES

1.	13.
2.	14.
3.	15.
4.	16.
5.	17.
6.	18.
7.	19.
8.	20.
9.	21.
10.	22.
11.	23.
12.	24.





STEP FOUR: Now, narrow the list down again to your top six values.

You can do this by:

- Grouping common values into one value
- Taking out the values that are so much a part of you that you don't need to be reminded about them on a daily basis
- Deciding on the top, most important six that you shouldn't be without in order to be your full potential

MY SIX KEY VALUES ARE:

1.

2.

3.

4.

5.

6.



CARRY YOUR VALUES WITH YOU

Conscious awareness of your values enables you to make decisions and set priorities with ease. Write them in your diary, hang them in your bathroom and put them in your wallet.

WALKING THE TALK

Now that you have clarified what is most important to you, it is essential you take the next step and align your actions with your values. Failure to act in accordance with your values becomes a disservice to yourself and others.

When you have clarified what is most important, the challenge then becomes resisting the urge to compromise when work, social pressures, and immediate gratification tempt you to deviate from what is really important.

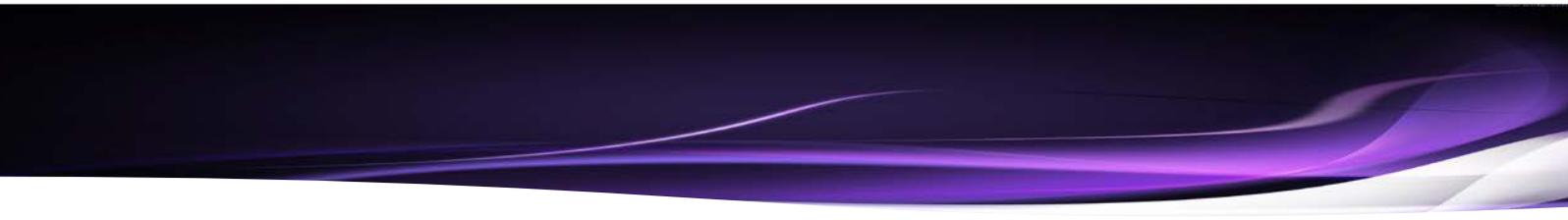


This vital concern is apparent in all areas of life and often shows up when we make choices that determine how we spend our time. Since most of us have more opportunities and demands on us than we could ever fully satisfy, we need to carefully examine how our values connect with how we spend our time.

LEADERSHIP AND CAREER

Acting in agreement with one's values has even more profound benefits when one is in leadership and able to influence numbers of others. When you act in accordance with your core values (i.e., act in a principled way), you do the "right thing" for its own sake, but you get the added bonus of being a more influential leader. People tend to be more receptive to the persuasive appeals of principled leaders. Principled leaders have more credibility and engender a higher level of trust. There is less concern that a principled leader will mislead or have a hidden agenda.

As we discover our values and acquire the discipline to live in agreement with them, we begin to see how they will support the passion that drives us to achieve our goals.





DESCRIBE HOW YOUR SIX KEY VALUES ARE BEING
EXPRESSED IN EACH OF THE KEY AREAS IN YOUR LIFE.

Career/Business

A large rectangular box with a dotted border, intended for writing a response to the question about Career/Business.

Finances and Wealth

A large rectangular box with a dotted border, intended for writing a response to the question about Finances and Wealth.

Friends and Family

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Fun, Recreation and Entertainment

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Health and Fitness

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Love Life

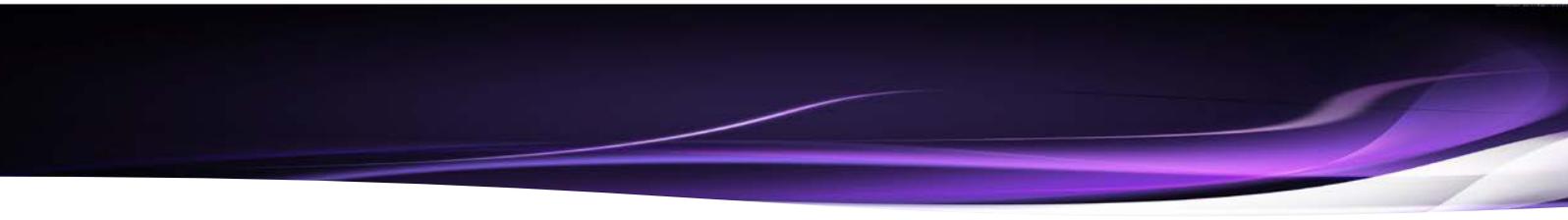
[Empty dotted-line box for notes]

Personal/Spiritual Development

[Empty dotted-line box for notes]

Physical Environment

[Empty dotted-line box for notes]





DESCRIBE HOW YOUR SIX KEY VALUES ARE NOT BEING
EXPRESSED IN EACH OF THE KEY AREAS IN YOUR LIFE.

Career/Business

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Finances and Wealth

Empty dotted-line box for writing.

Friends and Family

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Fun, Recreation and Entertainment



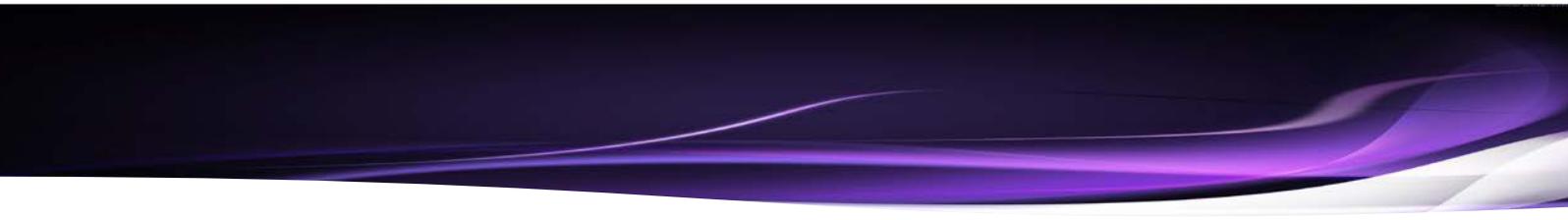


Health and Fitness

Love Life

Personal/Spiritual Development

Physical Environment





DO ANY OF YOUR TOP VALUES NEED TO CHANGE TO
ACHIEVE THE NEW RESULTS THAT YOU ARE LOOKING FOR
RIGHT NOW? IF SO, WHAT SPECIFICALLY DO YOU NEED TO
CHANGE?



FOUNDATION #1 ACCOMPLISHED!
CONGRATULATIONS, YOU HAVE YOUR FIRST
FOUNDATION IN PLACE!





WHAT ARE THREE THINGS YOU DISCOVERED ABOUT
YOURSELF THROUGH THIS PROCESS SO FAR?

[Empty dotted-line box for writing three things discovered about yourself]

How old were you?

[Empty dotted-line box for writing age]

What happened, who was there, and what was said?

[Empty dotted-line box for writing details of the event]

What did you tell yourself then?

[Empty dotted-line box for writing self-talk]

