



The Energy of Conversation

Dedicated to Learning & Improvement

View From A Coach Window by David Finney

Have you seen Johari's Window? It is a model with four 'panes' of awareness. The fourth quadrant represents the untapped potential inside each of us, an unknown zone full of ideas and creativity, answers to important questions that we do not get the time to ask ourselves.

| THE JOHARI WINDOW | |
|--|--|
| OPEN ARENA Known by All | BLIND SPOT Known by others, not by you |
| PRIVATE AREA Known by you, not by others | THE UNKNOWN ZONE Not known to anyone |

The Johari Window was devised by American psychologists Joseph Luft and Harry Ingham in 1955

In a coaching session, three panes in the Johari Window are worked on: the Private Area, which can be shared with greater confidence; increased self-awareness can reduce the Blind Spot which can enable the person being coached to become aware of the behaviours that others can see, but that the client was previously not aware of; and the journey to the Unknown Zone may prove to be the most significant and exciting journey the client ever makes.

Carl Jung had a slightly different way of looking at this area of mystery. He believed in something he called The Collective Unconscious which is universal, permanent and runs through all human life from the dawn of humankind giving us access to everything that ever was and ever is; if Jung is right, not only do you have a lifetime of unconscious creativity to tap into, but you have two million years of knowledge and wisdom to source.

The need to express ourselves through the energy of conversation is a fundamental human need and we sometimes crave an opportunity to talk without fear of judgement or criticism. Coaching (in its pure, non-directive form) has given us this new opportunity and is no longer just a fantastic tool for personal development, it is a new way of communicating.

