

MODULE 2. COACHING TOOLS

**READY
TO
START**

WORKSHEET 6.



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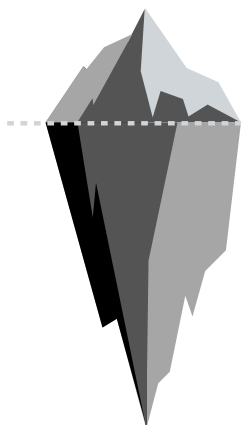


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The iceberg metaphor is used in coaching to represent the structure of the human psyche. The visible part of the iceberg above the water's surface symbolizes consciousness, while the much larger part hidden under the water represents the subconscious.

- **Consciousness is what is available to our attention** and what we can directly control (e.g. thoughts, decisions, conscious emotions).
- **The subconscious is what is hidden from direct attention but influences our behaviors and reactions (e.g. hidden beliefs, unconscious emotions, automatic reactions).**

Look at the graphic depicting an iceberg and write down important information using the questions below.



The "Iceberg" method allows us to better understand what aspects of our psyche are conscious and what are hidden in the subconscious. Thanks to this analysis, we can better control our reactions and decisions, as well as work on hidden beliefs and emotions.

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