

OBSTACLE ANALYSIS GRID

This exercise can be used in business or personal coaching sessions to help the client to understand what is holding them back and that, by working with a coach, they can begin to determine how they can tackle the obstacles.

Information	Skill	Belief
Wellbeing	Other people	Motivation
Time	Money	Fear

- **Information** – *I don't know what to do and don't know where to find out*
- **Skill** – *I don't have the skills to succeed in this area*
- **Belief** – *This will never happen. Other people might be able to do it, but it is unlikely for me*
- **Wellbeing** – *I am too tired/stressed/ill to deal with this*
- **Other people** – *My wife/husband/kids/boss makes it difficult for me*
- **Motivation** – *I can't get started/I don't care enough*
- **Time** – *There isn't enough time in the day*
- **Money** – *I can't afford to do this*
- **Fear** – *I feel sick at the thought of it*

How to use the grid

1. Think of a specific problem or challenge you are facing.
2. Now, thinking about this, look at each of the nine areas and give yourself a score of 1-10 in each of the areas (1 being an area of weakness and 10 being an area of strength).
3. Look at your areas of strength and consider how you can utilise these.
4. What areas do you need to build on? What do you need in order to do this?

(Ref: M Neill, 2006: You Can Have What You Want - Hay House, London)