



Motivation Mountain's Core Skill Competency Guide

Core Skill Competencies	The Approachable Leader	Results Focused Delegation	Leaders Guiding Leaders	Leadership Trends	Mastering Performance Reviews	Powerful Coaching	Results Focused Feedback	The Sherpa Leader
Thinking								
Business Insight			X					X
Setting Vision and Purpose	X		X			X		X
Strategic Thinking	X		X	X	X	X	X	
Timely Decisions		X			X			
Problems Solving							X	
Personal Learning	X	X	X	X		X		X
Setting Direction	X	X		X	X		X	X
Leading								
Approachability	X		X	X	X	X	X	X
Developing Others	X	X	X	X	X	X	X	X
Courage		X					X	X
Political Sense	X		X	X		X		X
Compassion	X		X			X	X	X
Diversity Management			X			X		X
Motivating Self and Others	X	X	X	X	X	X	X	X
Communicating								
Composure	X				X	X	X	X
Questioning	X		X	X		X	X	X
Listening	X	X	X	X	X	X	X	X
Directing					X		X	
Presenting		X					X	X
Informing	X	X		X	X		X	
Interpersonal Sense	X		X	X		X	X	X
Humor			X			X		X
Executing								
Time Management	X	X		X	X		X	X
Technical Skill							X	
Process Management	X	X	X	X	X		X	X
Action						X	X	X
Results	X	X	X		X	X	X	X
Delegation	X	X						
Follow-Through	X		X	X	X	X	X	X
Teaming								X



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Core Skill Competencies	Think Bigger!-Intro	Think Bigger!-Planning	Think Bigger!-Problem Solving	The Choice	Stressed Out!	Rapid River of Change	Effective Meeting	Firewatch!	Conflict Solutions	Dynamic Listening	Barnstorming Brainstorming
Thinking											
Business Insight	X	X	X	X		X	X	X			X
Setting Vision and Purpose	X	X		X	X	X	X			X	
Strategic Thinking	X	X	X			X	X	X	X		X
Timely Decisions	X	X	X		X	X	X	X			
Problems Solving	X	X	X	X	X	X	X	X	X	X	X
Personal Learning	X	X	X	X	X	X	X	X	X	X	X
Setting Direction	X	X		X		X		X	X		
Leading											
Approachability		X	X	X		X	X	X	X	X	
Developing Others	X	X								X	X
Courage			X	X	X	X		X	X		
Political Sense	X	X	X			X	X	X			
Compassion			X	X	X	X			X	X	
Diversity Management						X			X	X	
Motivating Self and Others				X		X		X		X	X
Communicating											
Composure			X	X	X	X		X	X		
Questioning	X	X	X			X		X		X	
Listening	X	X	X	X	X	X	X	X	X	X	X
Directing	X	X	X			X		X			
Presenting	X	X	X	X		X	X		X	X	X
Informing	X	X	X			X	X	X			X
Interpersonal Sense	X		X	X	X	X	X		X	X	
Humor				X	X	X					X
Executing											
Time Management	X				X	X	X	X	X		
Technical Skill	X					X		X			
Process Management	X	X	X		X	X	X	X		X	X
Action	X	X	X	X			X	X	X		
Results	X	X	X	X			X	X	X		X
Delegation	X	X	X		X		X			X	
Follow-Through	X	X	X				X	X			X
Teaming		X		X		X	X		X		X



Motivation Mountain's
Core Skill Competency Guide

Core Skill Competencies	Handful of Sticks	Team Tactics	The Storm	The Judas Horse	Fun Matters!	Champ. Teaming
Thinking						
Business Insight		X				
Setting Vision and Purpose	X			X		X
Strategic Thinking	X	X	X			
Timely Decisions						
Problems Solving	X	X	X	X	X	X
Personal Learning	X	X	X	X	X	X
Setting Direction			X	X	X	X
Leading						
Approachability	X	X	X	X		
Developing Others	X			X		X
Courage		X	X	X		X
Political Sense		X				
Compassion	X			X	X	X
Diversity Management	X		X		X	X
Motivating Self and Others			X		X	X
Communicating						
Composure		X	X	X		
Questioning	X	X	X	X		
Listening	X	X	X	X		X
Directing			X	X		X
Presenting	X	X				X
Informing		X	X	X		
Interpersonal Sense	X	X		X	X	X
Humor	X				X	X
Executing						
Time Management		X				
Technical Skill		X				
Process Management		X	X	X		
Action	X	X	X	X	X	X
Results	X	X	X	X	X	X
Delegation						
Follow-Through		X	X			
Teaming	X	X	X	X	X	X



Motivation Mountain's
Core Skill Competency Guide

Core Skill Competencies	Executive Coaching	Front Line Leadership Coaching	Career Transition Coaching	Team Coaching	Personal Development Coaching
Thinking					
Business Insight	X	X	X		
Setting Vision and Purpose	X	X	X	X	X
Strategic Thinking	X	X	X	X	X
Timely Decisions		X			
Problems Solving	X	X	X	X	X
Personal Learning	X	X	X		X
Setting Direction	X	X	X	X	X
Leading					
Approachability	X	X	X	X	
Developing Others	X	X		X	
Courage	X	X	X	X	X
Political Sense	X	X	X		
Compassion	X	X			X
Diversity Management	X	X		X	
Motivating Self and Others	X	X		X	X
Communicating					
Composure	X	X		X	X
Questioning	X	X	X	X	X
Listening	X	X	X	X	X
Directing	X	X			
Presenting	X	X		X	
Informing	X	X			
Interpersonal Sense	X	X	X	X	X
Humor	X	X	X	X	X
Executing					
Time Management	X		X	X	X
Technical Skill		X	X		
Process Management	X	X	X	X	X
Action	X	X	X	X	
Results		X	X	X	X
Delegation		X	X	X	
Follow-Through	X	X	X	X	X
Teaming		X		X	