





"Amplify your brilliance — with technology that enhances your coaching"

EvolveWell is a platform that uses AI to help coaches stay organized. From scheduling and client notes to personalized assignments and progress tracking, EvolveWell helps coaches stay organized and deliver deeper impact.

Visit their website here for more info:



www.evolvewell.com





"Learn the simplest way to get out of marketing overwhelm & attract great clients without social media."

Welcome to a coach approach to marketing that ditches the overwhelm for a proven framework built on genuine connection.

The More Clients, Less Marketing workshop helps you build a profitable, sustainable coaching practice without guesswork.

Visit their website here for more info:



simplygetclients.com/freeintro





Cohere is an all-in-one platform created by coaches for coaches.

Think of Cohere as the HQ between your business and your clients—one place to market, sell, and deliver your services, communicate with your clients, build landing pages, schedule live sessions, create and host community groups, and so more!

Visit their website here for more info:



www.cohere.live





NSA SoCal is the leading community for speakers, coaches, authors, and thought leaders, offering monthly events, expert training, and a strong professional network. As a chapter of the National Speakers Association, NSA SoCal helps members grow their speaking businesses and connect with industry leaders.

NSA SoCal is offering ICFLA members a 20% discount on its Fall and Spring Speakers
Academy—only \$1800 (regular \$2250). This includes full NSA SoCal membership (9/2/25–5/19/26).



Visit their website here for more info:



nsasocal.org

WELCOME MARIELLE!



Marielle A. Hajducko, MBA, PCC, BCC

Founder, The Leader's DNA

- Executive coach & leadership advisor.
- Ex-finance nerd.
- Biotech vet.
- Data + Al junkie.
- Here to help decode what makes groups & teams tick...and click.



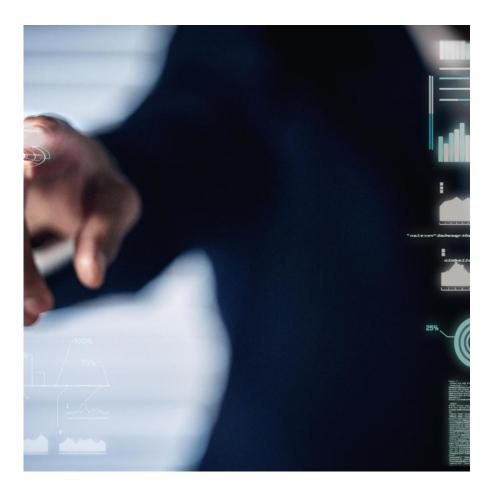


WHAT WE'LL COVER

- Role of assessments in Teams & Groups
- Ethical considerations
- Tool Spotlights: Enneagram, Predictive Index, Working Genius, & Cloverleaf
- Assessment tools & Al-integrations



ETHICAL USE OF ASSESSMENTS & AI



- Transparency is Essential
- Human Judgement Prevails
- Within Your Competence
- Data Privacy Matters

Responsible-Use Principles:

Al and assessment tools must support, not replace, human judgment and coaching expertise. Coaches remain responsible for the quality, accuracy, and ethical use of Al in their practice.





WHY ASSESSMENTS IN TEAM & GROUP COACHING?

- Build Shared Language
- Accelerate Trust
- Surface Hidden Dynamics
- Align Group or Team Goals
- Customized Coaching Plans



BREAKOUT #1



If you haven't used assessments in Groups & Teams yet, share based on your individual assessment experience



7 mins - Pick a scribe



Intros - Who do you coach?



What's worked well for you with assessments?



What is your go-to tool for assessments?



DEBRIEF: WHAT'S WORKED WELL?

- Onboarding New Members
- Forming New Teams
- Conflict Navigation
- Talent Development
- Team Offsite Engagement



LANDSCAPE OF ASSESSMENTS IS VAST



Assessment Tool Variety

Assessments range from simple, quick worksheets or tools to advanced, in-depth analytics for development.

Personality and Motivation Tools

Tools such as Enneagram, DISC, MBTI, and StrengthsFinder reveal personality, motivation, and behavior insights.

Advanced Behavioral Analytics

Advanced tools like Hogan and Team Emotional Intelligence Survey provide deep analysis of cognitive and emotional dynamics.

Integrated Assessment & AI Platforms

Platforms like Cloverleaf combine multiple assessments into Alpowered dashboards offering group insights.

THE LEADER'S DNA

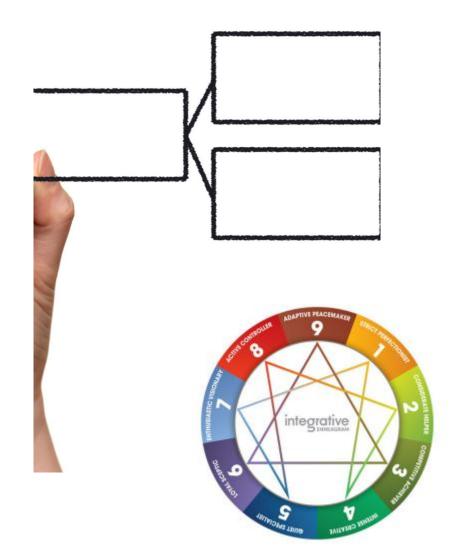
OVERVIEW OF ASSESSMENT TOOLS

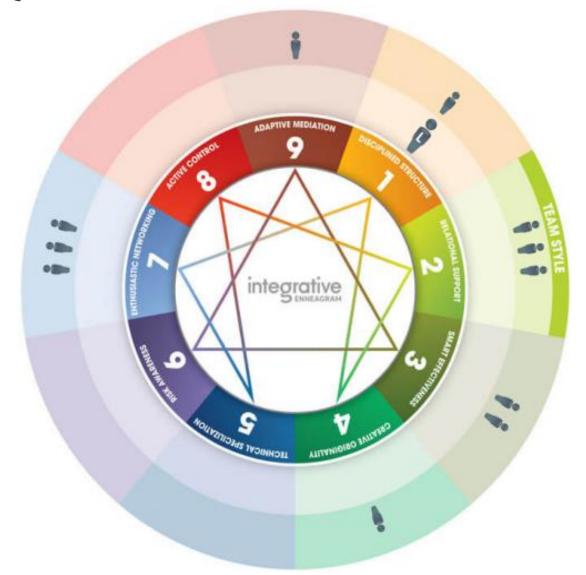
Assessment / Tool	Focus	Team / Group Notes
Enneagram	Motivation, dynamics	Team overlays exist (via Integrative9, Enneagram in Business)
Predictive Index	Behavioral/Cognitive	Powerful team analytics
Working Genius	Energy & productivity types	Team map + pairing
Cloverleaf	Multi-assessment dashboard	Group visualizations, Built-in Discover Al
DISC	Behavior	Team wheels, style summaries (via TTI, Wiley, Cloverleaf)
MBTI	Personality	Team style overlays (Step II ideal)
StrengthsFinder	Talents	Compare group themes
Kolbe	Instinctive action	Less visual team output
Insights Discovery	Communication	Team wheels, easy language (Colors)
Hogan	Risk, derailers	Advanced team analytics
Culture Pulse	Culture/values	Team norms and fit
Motivating Values	Drivers and alignment	Insightful for group coaching
VIA Strengths	Values-based strengths	Good for team appreciation
Team EQ Survey	EQ & team dynamics	Excellent for advanced teamwork

Transparency Note: Table is Al-generated

ENNEAGRAM

- Enneagram identifies nine personality types with distinct motivations and fears.
- Helps teams understand diverse perspectives and improve interpersonal dynamics.
- Facilitates tailored coaching strategies to address individual and group needs.
- Encourages self-awareness and empathy among team members.
- Supports conflict resolution by revealing underlying behavioral drivers.

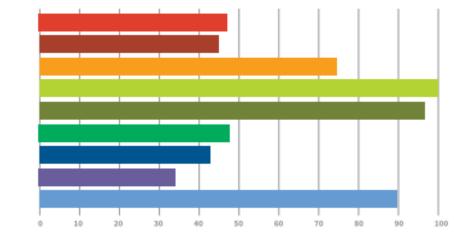








- 9 Adaptive Mediation
- Disciplined Structure
- 2 Relational Support
- 3 Smart Effectiveness
- 4 Creative Originality
- 5 Technical Specialisation
- 6 Risk Awareness
- 7 Enthusiastic Networking



Team Members' Core Types

This table reflects the Enneagram Types of the individual team members and offers insight into the diversity in your team. Each type has differing needs when it comes to team dynamics such as trust, conflict and communication, and it may be powerful to explore individual experiences within the team.

8	9 Name Surname	1 LEADER: Name Surname Name Surname
Name Surname Name Surname Name Surname	3 Name Surname Name Surname	4 Name Surname
5	6	7 Name Surname Name Surname Name Surname





Team Name, you resonate with the Enneagram 2 Team Style

Core Style - Enneagram 2 - Relational Support

Teams that are characterised by an emphasis on Enneagram 2 values are likely to prefer an environment that is interdependent, interactive and supportive. Your team is likely to appreciate collective goals and to move towards standing in service of others, thereby being highly attuned to stakeholder needs. Although some team members are likely to be much more people-oriented than others, collectively you are likely to emphasise the value of going the extra mile and showing encouragement and care for others.

The team may be quick to help each other and give advice when problems occur and will express generosity towards others. Your team thrives on appreciation and will work at its best when you feel that your effort is being appreciated and valued by others. The team are likely to encourage each other's contributions and efforts.



Values

The team is likely to place a high value on:

- Care
- · Support
- · Empathy
- People
- Relationships
- Appreciation

Preferred Goals

The team is likely to prefer and resonate most with goals that are:

- Shared and agreed on by all team members
- Purposeful
- Linked to team strengths
- Supportive of others
- Likely to enhance teamwork and relationships

Associated Strengths

The team is likely to have energy and strength in:

- · People-Orientation
- Client/Customer-Orientation
- · Empathy
- Support



Leader and Team Enneagram Style

(

An Enneagram 1 leadership style within a team that values the Relational Support of Enneagram 2, may lead to the following:

- As the dominant team style and the leadership style sit at adjacent points on the Enneagram, the higher side of leadership and team behaviours have the potential to stimulate integration, while the lower side of leadership and team behaviours may lead to disintegration.
- Both the leader and team are likely to value responsibility, duty and being of service to the broader business rather than serving personal interests and agendas. The team and leader are likely to share a certain amount of idealism and high standards.
- The team is likely to remind the leader of the need to access empathy and be more sensitive to both emotions and unique situational and environmental requirements.
- The leader is likely to contribute consistency and quality standards or internal cohesion to the more outward focus of the team.

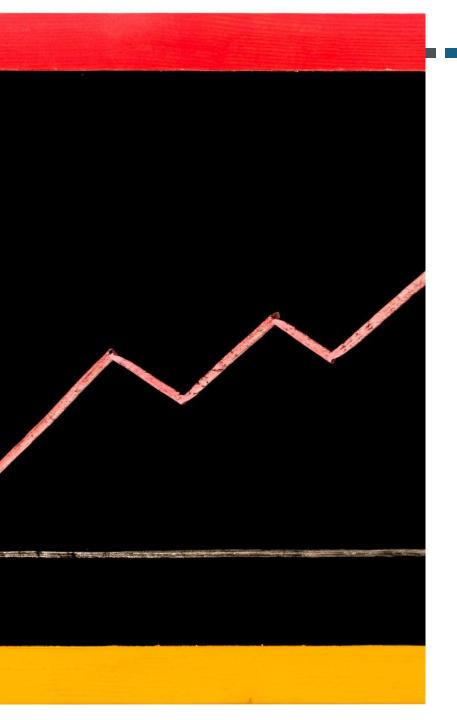
As long as the team has the support and backing of the leader, the team is likely to act from a space of security and self-assurance. However, should this support waver, the team may quickly

show signs of being less certain and confident.

- As a result of the dutiful nature of the team and leader, people should be capable of looking out for one another.
- At low levels of integration, the team may experience the leader as being unsympathetic and rigid. At the same time, the leader may struggle with the team's tendency to overextend and overcommit without taking care of themselves as well as the primary goals and outputs required.
- The team and leader need to be collectively clear about the distinction between being useful and being dutiful. This will enable the team to really talk about what is going on in the group.



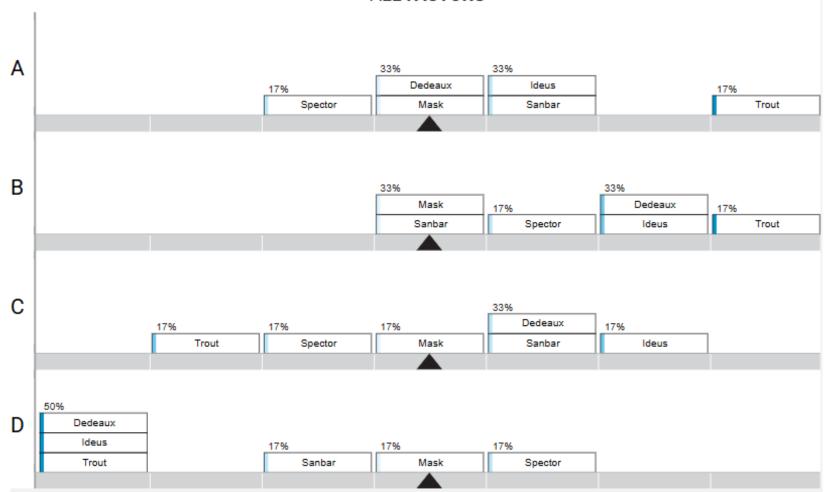




- Predictive Index identifies behavioral drives influencing team roles and dynamics.
- It helps coaches understand individual motivators and predict workplace behavior patterns.
- The tool supports aligning team strengths with organizational goals for better performance.
- Coaches use PI data to tailor interventions for improved communication and collaboration.
- Predictive Index facilitates conflict resolution by highlighting different work styles.
- It offers actionable insights for talent development and team role optimization.















You are a Cultivating Team

Cooperative | Supportive | Loyal

You're a friendly and accepting team. You make group decisions and respect the consensus. For the most part, you avoid conflict. But when it occurs, you address it in a constructive manner and use it to strengthen relationships. There's a strong sense of communal ownership over work activities. Because of this, you share time, help, and resources freely.

Strengths

With an eye toward teamwork and collaboration, you make decisions with employee well-being top of mind.

You prioritize growth and development—and you give people every opportunity to succeed in their roles.

Loyal to each other and to the company, you have a "We're in this together" mindset.

Potential Caution Areas

A focus on team consensus can mean you take a long time to reach a final decision.

Performance management may become an issue if you give people too many chances to improve.

You may struggle to make tough decisions when the end result isn't ideal for everyone.



Team Recommendations

Communication: Keep meetings on task

When people enjoy talking to each other, conversations can easily veer off topic. Enjoy some friendly banter, but make sure you reserve plenty of time to address the matter at hand—especially when the subject matter may be difficult. Sending an agenda and meeting goals in advance can help keep everyone on task.

Conflict Resolution: Resolve conflict objectively

You may struggle to resolve conflict as neither side wants to hurt the other. But when conflict does arise, stick to the facts—try to set feelings aside as much as possible.

Objectively look at where each person is coming from. When you've determined a decision, ensure both sides are comfortable with the outcome.

Teamwork: Tighten up execution

At times, your cooperative approach to teamwork may lack a well-defined execution plan. Each team member needs to keep their eye on project timelines, goals achieved, and next steps. When you collaborate, focus on the project's measurable progress and success rather than how people *feel* things are going.





You are pursuing a Pathfinding Strategy

Pathfinding Strategies seek to add customers while being open to innovation and partnerships.

Organizations with this strategy prioritize both Exploring and Producing activities; they're in a transitional phase. They're moving to be more focused and organized around their most profitable or popular services. Innovation is common, But the focus is building offers that have traction in the market—while being careful not to disrupt existing customer relationships.

Strengths

Your team's proclivity to rally together can help it embrace the strategic vision of productivity and improved metrics.

Your team's strong understanding of and desire to boost engagement might help crystallize what will keep existing customers happy.

Your team's mutual appreciation for one another might help them feel open to sharing more innovative, out-of-the-box ideas.

Potential Caution Areas

The fast pace and strong focus on numbers might conflict with your team's desire to keep employees engaged and happy.

The potential need for additional structure can leave your team feeling stifled, with little control over their own vision or how they should accomplish their work.

The drive toward market success might be challenging for your team, who focuses heavily on the good of the community.



PREDICTIVE INDEX Recommendations

To improve your team's work style

Push everyone to think ahead

Challenge your teams to constantly think ahead to what might be next on the roadmap. Even as they're building something new, ask them to identify new opportunities. Where is efficiency paramount as compared to innovation?

Know your market

Bring internal stakeholders together to pressure-test new ideas—but be dear on what your competitors are doing. Do your dients have a problem that's yet to be solved or a problem that could be solved more efficiently? Focus there.

Pressure test, then invest

Create a team to invest resources in something new, and another to improve existing offerings. Pressure test them both in the market, and invest in the one that resonates more heavily.

To build a culture to reach your goals

Scale Innovation

Bring together key innovators and process-focused individuals to create a method of scaling innovation and iteration—while ensuring quality standards continue to be met.

Innovate with your dients

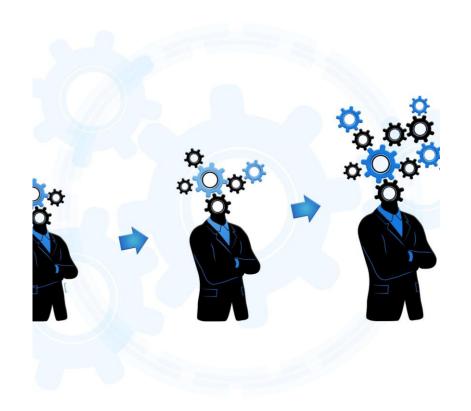
Work with your clients to understand where you should focus your innovation vs. production. Do they have a new problem and no solution? Do they have a solution they'd like to see improved?

Identify how to improve current offerings

Pair employees who are highly-motivated to accomplish tasks quickly and meticulously with employees who are innovation-focused. Together, they'll come to understand how to improve current offerings.



WORKING GENIUS



Six Productivity Types

Categorizes individuals into six types based on their productivity strengths, clarifying team roles.

Coaching Application

Quick and easy for coaches to apply, enhancing group or team collaboration and identifying gaps.

Visual Team Mapping

Provides a visual map showing how members contribute across work phases from ideation to execution.

Genius + Frustrations = Crave v Crushed by





U WORKING GENIUS:

Your areas of Working Genius are Discernment and Galvanizing.



You are naturally gifted at and derive energy and joy from using your intuition and instincts to evaluate and assess ideas or plans.



You are naturally gifted at and derive energy and joy from rallying people and inspiring them to take action around ideas, projects, or tasks.

WORKING COMPETENCY:

Your areas of Working Competency are Invention and Enablement.



You are capable of and don't mind creating original and novel ideas and



You are capable of and don't mind providing others with encouragement and assistance for projects and tasks.

□ WORKING FRUSTRATION:

Your areas of Working Frustration are Wonder and Tenacity.



You aren't naturally gifted at and don't derive energy and joy from pondering the possibility of greater potential and opportunity in a given situation.



You aren't naturally gifted at and don't derive energy and joy from pushing projects and tasks through to completion to ensure that the desired results are achieved.





WORKING GENIUS TEAM MAP

Working Genius = The natural gift of...

Wonder (W)

Pondering the possibility of greater potential and opportunity in a given situation. People with this genius are constantly curious and on the lookout for what could be improved.

Genius

Creating original and novel ideas and solutions. People who have it love to generate new ideas and solutions to problems and are comfortable coming up with something out of nothing.

Discernment (D)

Intuitively and instinctively evaluating ideas and situations. People with this type of genius have a natural ability when it comes to evaluating or assessing a given idea or situation and providing guidaiscernment

Galvanizing

Genius	Frustration		Genius	Frustration
Galvanizing (G)	TOK		

Rallying, inspiring and organizing others to take action. People who have it enjoy bringing energy and movement to an idea or decision.

Enablement (E)

Providing encouragement and assistance for an idea or project. People with this type of genius are quick to respond to the needs of others by offering their cooperation and help with a project, program or effort.

Tenacity

Genius Frust	ration	Genius	Frustration

Tenacity (T)

Pushing projects or tasks to completion to achieve results. People who have this genius push for required standards of excellence and live to see the impact of their work.



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WORKING GENIUS TEAM MAP

Team Map

Wonder		
Genius	Frustration	
Disc	ernment	

Enablement		
Genius Frustration		



Invention		
Genius	Frustration	on

Galvanizing		
Genius	Frustration	

Tenacity			
Genius	Frustration		

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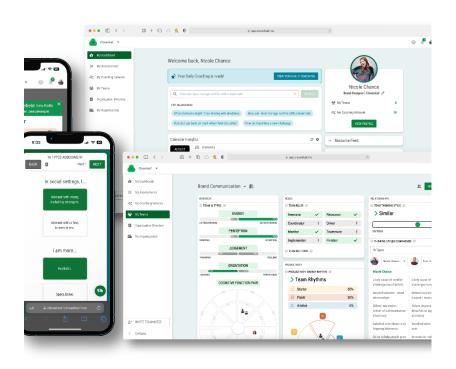
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Working Genius

Team Map The Table Group



CLOVERLEAF PLATFORM



Integrated Assessment Dashboard

Cloverleaf combines multiple assessments into a single, <u>interactive</u> dashboard for comprehensive analysis.

Al-Powered Coaching Prompts

Al-driven Discover prompts provide tailored coaching questions and insights based on team or group behavior.

Team and Individual Visualization

Dashboards and I-on-I comparison help visualize group dynamics and individual interactions effectively.

Coaching Customization

Coaches can use dashboards to identify group themes and tailor sessions for diverse coaching contexts.



AVAILABLE CLOVERLEAF ASSESSMENTS















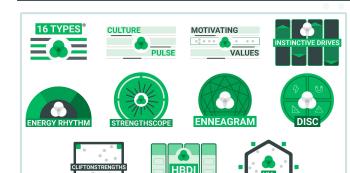












Coaches choose to combine data from up to 11 well-known assessments

What habits can I adopt to encourage open dialogue even witho

Balancing Frequent Updates with Team Inclusion

You often invite real-time feedback and share frequent updates, which helps keep everyone informed and reduces confusion. That creates energy and speeds up alignment but can overwhelm teammates who prefer quieter reflection or clear structure. Some teammates, like Christina and Rick, bring habits of checking in with quieter people and making space for open input, but they may hesitate in larger, unstructured settings or feel uneasy when communication lacks boundaries. When everyone aims for openness but uses different methods, it's easy for some voices to get lost—especially without regular meetings to guide the flow.



Here are suggested actions you could take.

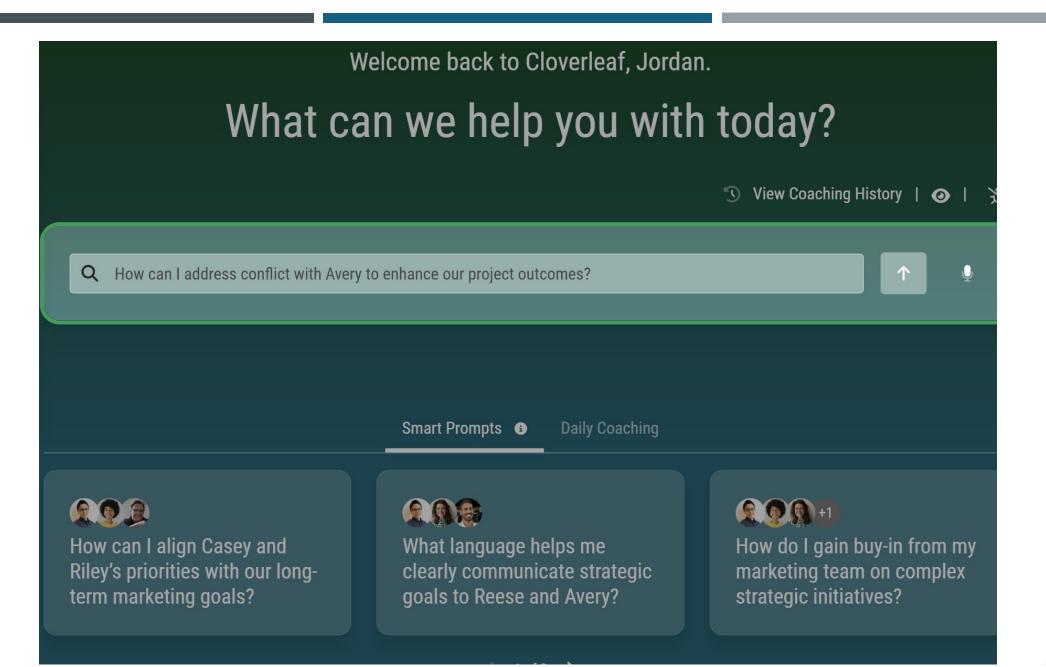
- 1. Pair frequent updates with direct invitations for quieter teammates to respond in writing or smaller channels, making it easier for them to contribute when they want.
- 2. Create simple routines for open check-ins (like a shared chat thread for casual updates), but ask Christina or Rick to "open the floor" for feedback so all styles are welcome.
- 3. When you share an undate clearly state if innut or questions are wanted and name who

Makes Assessments Actionable with On-Demand Insights











How can I address conflict with Avery to enhance our project outcomes?

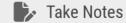
Direct Strengths, Different Paces in Conflict Resolution

You and Avery both tend to address conflict directly, but your approaches are different enough that tension may build if you're not intentional. You often analyze issues early and ask questions to clarify the root of disagreements, aiming for logical solutions. Avery prefers fast, open conversations and likes to keep things positive, using warmth and quick resolution to move past

> r careful probing meets Avery's urge for speed and positivity, you both might ssues or feel misunderstood. These differences can slow trust or leave ved unless you both pause to connect and listen.

Actionable Insights to Apply – related to self, others, or group/team





ested actions you could take.

he for one-on-one check-ins, giving space for Avery's preference for open, your need for deeper discussion.

- 2. Lead with recognition of Avery's positive intent, then share your analysis or concerns plainly without overloading with questions at once.
- 3. Agree together on clear next steps for resolving each conflict, and revisit outcomes briefly to ensure both perspectives were heard and acted on.

People



Traits

Perspective

Intellection®

Relator®

High I

Welcome back to clovelled, coldan.

What can we help you with today?

View Coaching History

BORATE

Discover

Assessments

Reporting Teams

My Teams

Dashboard Builder

Calandar

Smart Prompts + Natural Language

Smart Prompts give ongoing ideas on ways people can unlock new opportunities to connect and grow within their teams.

_

Smart Prompts

Daily Coaching



Q

How can I align Casey and Riley's priorities with our longterm marketing goals?



What language helps me clearly communicate strategic goals to Reese and Avery?



How do I gain buy marketing team or strategic initiative

< 1 of 3 >

Jordan Garcia's Team 🔻









Navigate a Team Challenge New

Help me prepare for my next team project

Interactive Dashboards

Managers can use team dashboards to identify strengths and gaps within how their team works, allowing them to proactively improve performance without the guesswork.

ratas

I want to be effective when sharing my ideas

I want to understand how to motivate my team

RELATIONSHIPS

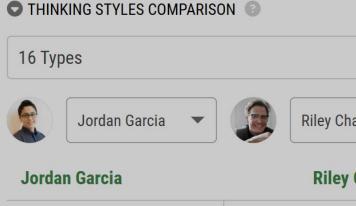
Submit a new team challenge

Likely cause of o

challenges to/of

Desired outcome

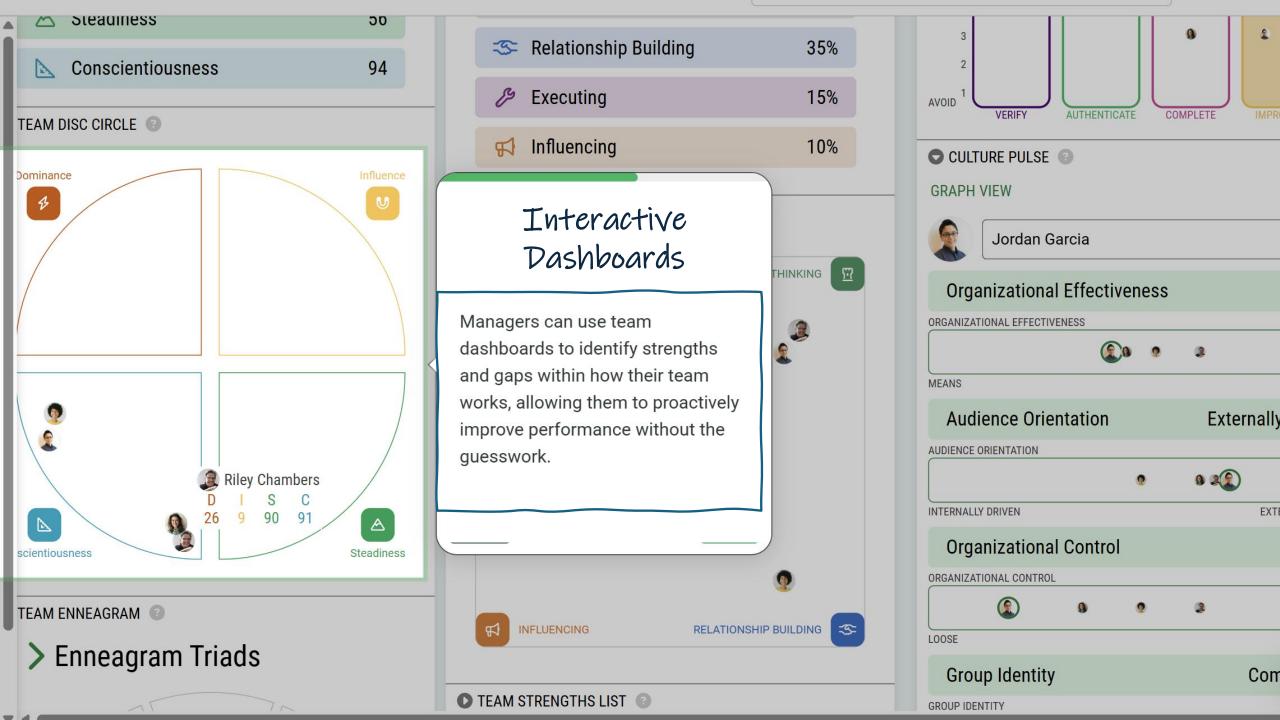




Likely cause of conflict -

challenges to/of authority

Desired outcome is



RTING TEAMS

Reporting Team 🔻



Prompts based on Team Role: Manager, Peer, Direct Report

UPDATE REPORTING TEAM

igate a Team Challenge New

Help me prepare for my next team project

I want to be effective when sharing my ideas

ROLES

I want to understand how to motivate my team

RELATIONSHIPS

Submit a new team challenge

Desired sutesmes is

art using activities with your team today!

3 - 7 minutes per person rleaf Spotlight

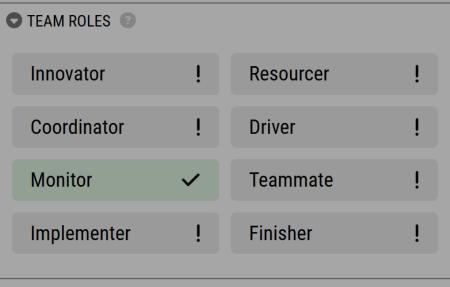
open, honest communication to boost team standing, trust, and productivity.

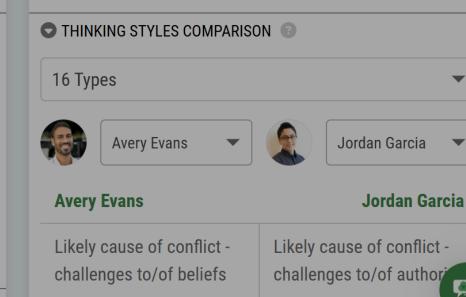
5 - 7 minutes per person enger Hunt

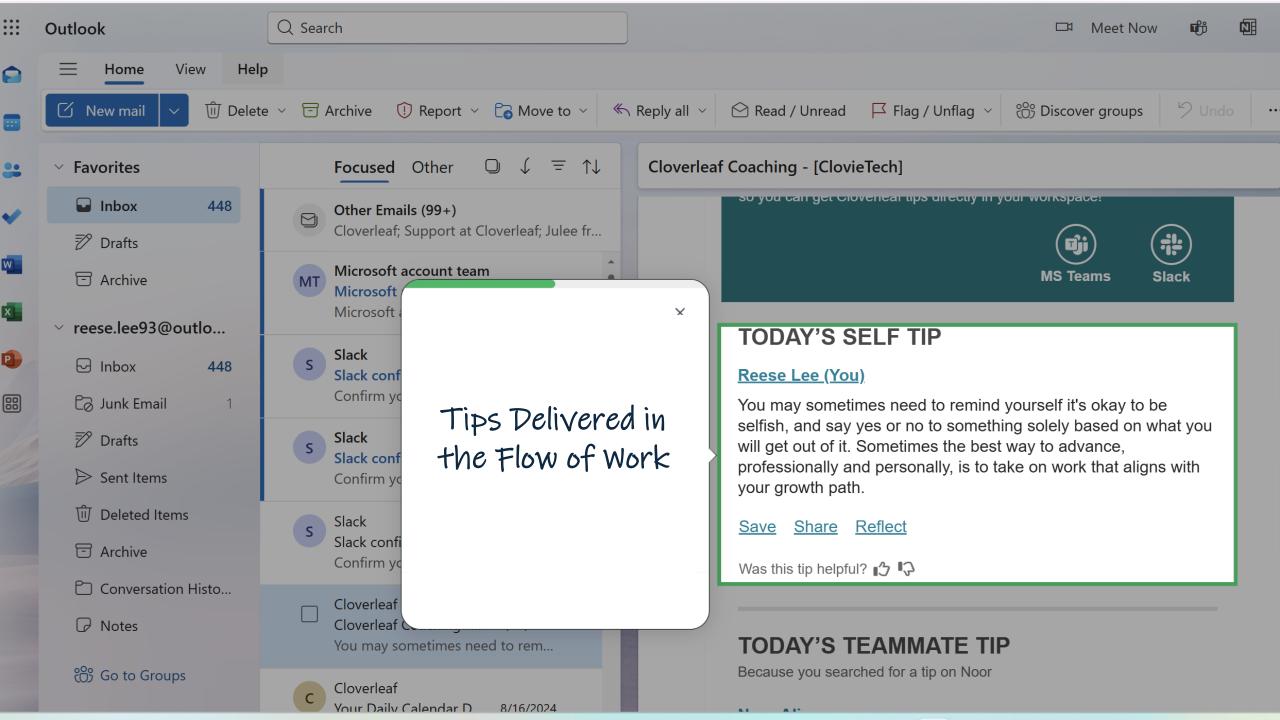
e what energizes each team member. Build selfness, foster better collaboration, and align work ersonal goals.

Traits Explorer (16 Types)

30 - 60 minutes







WHAT ABOUT AI?



AI Enhances Coaching

Al improves coaching by generating questions and identifying patterns for faster preparation and insight.

Limitations of Al

Al cannot replace human judgment or fully understand complex interpersonal dynamics in coaching.

Support Tools in Coaching

Platforms like Cloverleaf use prompt engineering to assist in interpreting and actioning results.





COMBINING AI PROMPTS WITH STATIC ASSESSMENTS

- What patterns do you notice in the assessment data?
- How can individual strengths be leveraged to improve team dynamics or design a group coaching session?
- What challenges might arise among participants based on the assessment insights?
- What are some questions to guide reflection and dialogue?
- Which assessment results align or conflict with stated goals?
- How can my coaching strategies be adapted using Al insights for this team [or group]?



Example Al Prompts for Coaching Teams or Groups

Transform static assessment reports into dynamic coaching tools using these proven prompt strategies. These examples show how to leverage AI for deeper team insights and actionable development plans.

Team Summary Prompt

"Analyze this team's assessment results and identify the top 3 collaboration strengths and 2 potential friction points. Suggest coaching questions to address each area."

Development Planning

"Based on these Working Genius results, create a 90-day development plan that leverages each persons' natural energies while addressing their areas of frustration."

Communication Guide

"Using this team's [DISC] profiles, create a 'Working With Me' guide for each member that explains their communication preferences and stress triggers."

BREAKOUT #2





5-7 mins in rooms

Pick a scribe to take notes



Speed Meet & Greet: Who do you coach?



Question I:What's one insight you're taking from today?



Question 2: What's one action you'll take?



DEBRIEF: WHAT WILL YOU DO NEXT?





IMPLEMENTATION ROADMAP

Ready to integrate assessments and AI into your team or group coaching practice? Follow this practical roadmap to get started safely and effectively.

Start with One Tool

Choose a single assessment with strong team or group functionality that serves your client needs. Master its interpretation before adding complexity.

Experiment with AI Prompts

Begin with simple prompts for pattern recognition and question generation. Build confidence before tackling complex scenarios.

HINT: You don't need permission to practice with YOUR personal assessments!

Practice Ethical Integration

Develop clear protocols for client consent, data handling, and transparency about AI use in your coaching process.

Measure and Refine

Track team or group outcomes and client satisfaction. Continuously refine your approach based on what works best for your clients.





SESSION OBJECTIVES

- Understand how Al-enhanced assessments
 support coaching outcomes.
- Identify effective & ethical integration of assessment insights.
- Recognize key indicators in assessment data for coaching interventions.
- Explore balancing data-driven insights with human-centered coaching approaches.



RESOURCES LIST



Assessments Optimized for Teams & Groups

Listing of some assessments and use cases / considerations for team and group coaching scenarios.

Starter Al Prompts

Pre-built Al prompts provided to enhance team coaching with assessments.

Implementation Roadmap

Simple steps to get started using assessments and AI in your group or team coaching.





LET'S STAY IN TOUCH!

Marielle A. Hajducko, MBA, PCC Founder | The Leader's DNA

LinkedIn: https://linkedin.com/in/mhajducko

Website: www.theleadersdna.com

Team Assessment Comparison:

https://theleadersdna.com/team-assessments

Try Cloverleaf for 30-Days **Free** for Your Practice:

https://app.cloverleaf.me/signup?promo=icfla

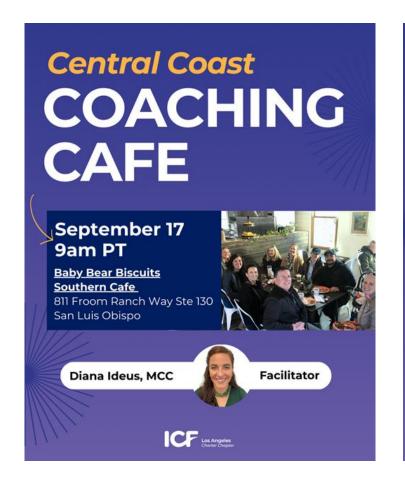
Email <u>Brian@Cloverleaf.me</u> if you want to talk about becoming a Coach Partner

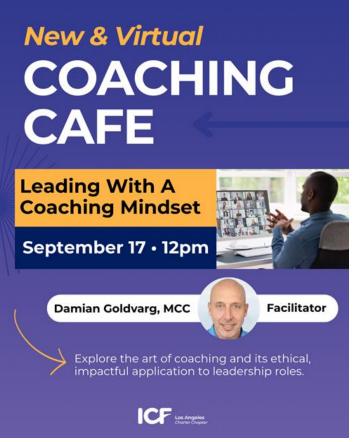


UPCOMING EVENTS



IN PERSON VIRTUAL VIRTUAL









Join the DEI, IT, Membership, or Programming teams!

To learn more about volunteering with ICFLA, please go to our website and complete the form under **Get Involved**.

We can't wait to chat with you!

Here's the link to the Volunteer webpage: https://www.icfla.org/volunteer-icfla/







After the event:

- 1. Go to your member Dashboard on the ICFLA website
- 2. Click CCEs and other transactions
- 3. Find today's event, complete the event feedback form
- 4. Click on the **quiz** and enter the **start and end codes** which I will provide to you during this event.

In order to receive the education units for today's event:

- 1. You must attend the **entire event**, AND
- 2. Record BOTH the start AND end codes I provided.

As an ICF chapter, we have an ethical responsibility to ensure continuing education units are only distributed to those who attend the entire event LIVE.