

LISTENING GUIDE:

- 1 • Geno said, “Winning didn’t define you until you allowed it define you.” What’s the significance of that statement?
- 2 • Geno said, “When I knew we were going to lose, I coached like we were going to win. When we were guaranteed to win, I coached like we were going to lose.” How do you relate to that?
- 3 • True or False: “You never go after a team when they’re struggling. The best time to get after someone is when they’re at the top of their game.” Why?
- 4 • What is your best strategy for neutralizing your team’s emotional responses (good or bad)? What’s an example?
- 5 • What have you learned from yourself about regulating your emotions? What event comes to mind that had a significant impact on you learning that?
- 6 • Younger Geno said, “Every play was game-defining.” And, “How could I let people think that’s okay with me?” Personally, how do you think about those two thoughts?
- 7 • When have you made a good decision that led to a bad outcome? When have you made a bad decision that led to a good outcome? What can you learn from your answers?
- 8 • How do you grade whether or not a decision is good? Why do so many people grade their decisions based on outcomes?
- 9 • What’s the significance of caring more about ‘how something happened’ versus ‘what happened’? If you’re honest, do you care more about ‘the how’ or ‘the what’? Why?
- 10 • What’s the hardest thing for you personally with helping the people you lead build professional habits?
- 11 • What’s the best strategy you’ve found for ‘getting your team to decide it’s not good enough versus you telling them? What’s your best example?
- 12 • Who’s someone in your life that makes the hard look easy? What impact has that person had on your life?
- 13 • Geno said, “What you don’t like about yourself is what you won’t like about your team.” What does that statement mean to you?