

COACHING PRINCIPLES

BE LAZY

(STOP WORKING SO HARD)

BE CURIOUS

(STOP GIVING SO MUCH ADVICE)

BE OFTEN

(STOP WAITING TO COACH)

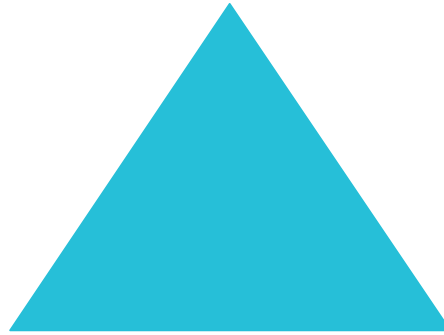


THE COACHING HABIT



DRAMA TRIANGLE

VICTIM

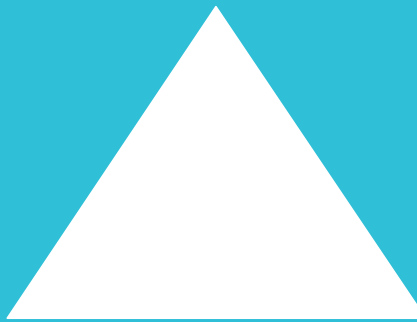


PERSECUTOR

RESCUER

DR STEPHEN KARPMAN

CREATOR



CHALLENGER

COACH

DAVID EMERALD, THE POWER OF TED*



THE COACHING HABIT



COACHING BOOKENDS

HOW CAN I HELP?

WHAT'S ON YOUR MIND?

WHERE SHOULD WE START?

WHAT WAS MOST USEFUL?

WHAT WAS MOST VALUABLE?

WHAT'S THE A-HA FOR YOU?



THE COACHING HABIT



7 CORE COACHING QUESTIONS

WHAT'S THE REAL CHALLENGE HERE FOR YOU?

... AND WHAT ELSE?

WHAT IDEAS DO YOU ALREADY HAVE?

WHAT DO YOU WANT TO DO?

WHAT WILL HAVE THE MOST IMPACT?

WHAT WILL YOU DO?

WHAT SUPPORT DO YOU NEED?



THE COACHING HABIT



THE NEW HABIT FORMULA

WHEN THIS HAPPENS...

INSTEAD OF...

I WILL
(60 SECONDS)



THE COACHING HABIT



AND WHAT ELSE?



THE COACHING HABIT



STRONG HABIT WORKSHEET

WHEN THIS HAPPENS...
WHAT'S THE "TRIGGER"

INSTEAD OF...
WHAT'S THE OLD HABIT?
BE SPECIFIC.

I WILL...
SPECIFIC NEW HABIT
60 SECONDS OR LESS.

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THE COACHING HABIT



**COACHING IS UNLOCKING A
PERSON'S POTENTIAL
TO MAXIMIZE THEIR OWN
PERFORMANCE. HELPING
THEM TO LEARN RATHER
THAN TEACHING THEM**

SIR JOHN WHITMORE



THE COACHING HABIT



COACHING GENERATES
INSIGHT
THAT LEADS TO
POSITIVE BEHAVIOUR
CHANGE
THAT CREATES
IMPACT

MICHAEL BUNGAY STANIER



THE COACHING HABIT

