

## The coaches in your life:

Use the questions below to reflect on the coaches in your life:

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| <b>Box 1:</b> Think back on your own life... who inspired you to do better, to take on new challenges, to believe in yourself? | <b>Box 2:</b> What made these people in your life great coaches? |
| <b>Box 3:</b> What was the single most important lesson they taught you?   | <b>Box 4:</b> How are you similar to those who coached you?      |

## Networking questions:

- How did you get interested in this kind of work?
- What qualifications and skills do you need for this kind of work?
- How did you get started in this line of work?
- How would you describe a typical day at work?
- What is the most exciting and interesting part of this work for you?
- What is the least exciting?
- What are some of the challenges or problems you face?
- What is the management philosophy?
- What books/ articles should I read to expand my knowledge?
- Is there anyone else I should talk to for further advice?
- What future trends do you see in this area of work?
- Based on my experience, what would I need to get into this line of work?

## **IDEAS approach to coaching**

### **I**dentify Goal

- What is your goal?
- What do you want to accomplish?
- What would success look like?
- How would you describe the outcome?
- What is the gap between here and there?
- In a perfect world, what would you like to see happen?

### **D**iscovery Questions

- What do you know about this already?
- Who might be in a position to help you?
- If you knew you couldn't fail, what would you do?
- Can you identify how it all started?
- What have you tried so far?
- How have you dealt with this in the past?
- What has worked so far? ... not worked so far?
- What options are available to you?
- How else could this work?
- What would be the consequences of doing this?

### **E**liminate Barriers

- What might be missing from your plan?
- What would be the worst case scenario?
- Do you have any concerns?
- What needs to be handled before you start?
- What could block your progress?
- What do you need to be successful?

### **A**ction Plan

- Which option do you think is best?
- What steps do you need to take?
- Where might you start?
- What do you need to get started?

### **S**ummarize

- What did you learn today?
- What is your key take-away from this session?
- How will you apply what you learned today?
- How will you monitor benchmarks to success?
- When should we book our next coaching session?