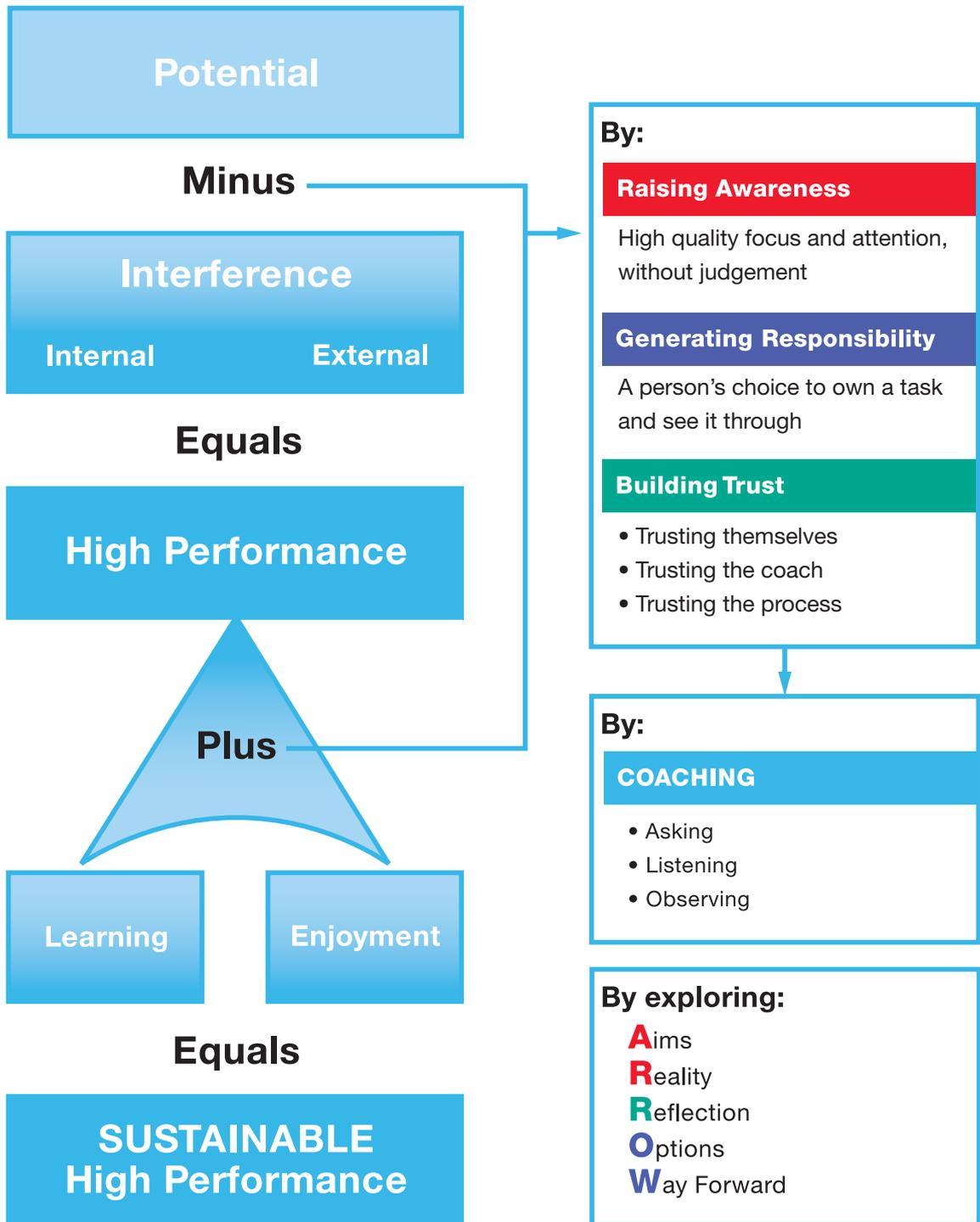


coaching model



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coaching session

In relation to your situation...

Aims (What do you want?)

- ✓ What do you want from this discussion?
- ✓ What are you trying to achieve long term?
- ✓ How much personal influence do you have over that?
- ✓ What first steps could you take?
- ✓ Are they challenging but achievable?
- ✓ How will you know if you've succeeded?
- ✓ What timeframe is involved?

Reality (What's happening now?)

- ✓ What's happening now?
- ✓ How much/How often is that happening?
- ✓ How does this make you feel?
- ✓ Who else is involved?
- ✓ What happens to them?
- ✓ What have you tried so far?
- ✓ What results did you get?

Reflection (How big is the gap?)

- ✓ How big is the gap between 'Aims' and 'Reality'?
- ✓ How realistic are your aims?
- ✓ How certain are you about the reality of the situation?
- ✓ How could you find out more?
- ✓ What assumptions are you making?
- ✓ Have you been totally honest with yourself?
- ✓ What's *really* going on?

Options (What could you do?)

- ✓ What could you do about all this?
- ✓ What else could you try?
- ✓ What if you had more/less.....?
- ✓ Whose advice could you seek?
- ✓ What suggestions would they have?
- ✓ What would you do if you knew you couldn't fail?
- ✓ Would you like another suggestion?

Way Forward (What will you do?)

- ✓ So, what exactly are you going to do?
- ✓ When are you going to do it?
- ✓ Who needs to know?
- ✓ How and when will you tell them?
- ✓ What resources do you need?
- ✓ How will you get them?
- ✓ Will this take you towards your aims?
- ✓ What do you need me to do?
- ✓ What is your commitment to this course of action on a scale of 1-10?

