

QUESTIONS ARE CENTRAL TO COACHING

They facilitate. They are sparks. They are catalysts.

They draw out what is within.

They trigger incredibly powerful insights.



SOLUTIONS

They drive new INSIGHTS and new IDEAS.

They open the door to TRUTH and LEARNING and finding our way to SOLUTIONS.

ACTION

They lead towards ANSWERS and ACTION.

MINDSET

They drive ALTERNATIVE THINKING and lead to MINDSET CHANGE.

PERSPECTIVES

They open up different perspectives, help you see things from different STANDPOINTS.

TRUTH

They thrive on HONESTY and CURIOSITY.

WHY ARE QUESTIONS SO IMPORTANT?

REFLECTION

They drive INTROSPECTION and REFLECTION.



OPEN

These types of questions elicit a LONG RESPONSE.

They start with words like:

WHAT?

HOW?

WHY?

WHEN?

WHERE?

WHO?

WHICH?

TYPES OF QUESTIONS

COMPOUND

These questions are multiple questions asked as one big question so they are confusing.

e.g. what would it mean to you to get promoted and how would that change the way you behave now or your next steps? (Just ask I question at a time!)

CLOSED

These types of questions elicit a SHORT RESPONSE, e.g. YES/NO.

They start with words like: DO, CAN, WILL, DID

can be useful for clarity and to lead to open Qs

🕽 e.g. "Did you ...?"

HYPOTHETICAL

These questions make you think "WHAT WOULD HAPPEN IF...?"

They help you explore a different reality/ possibility/ outcome

e.g. "What would happen if you didn't ...?"

"If you could do something different, WHAT would it be?"

"On a scale of 1-10

WHAT is the most ..?

These

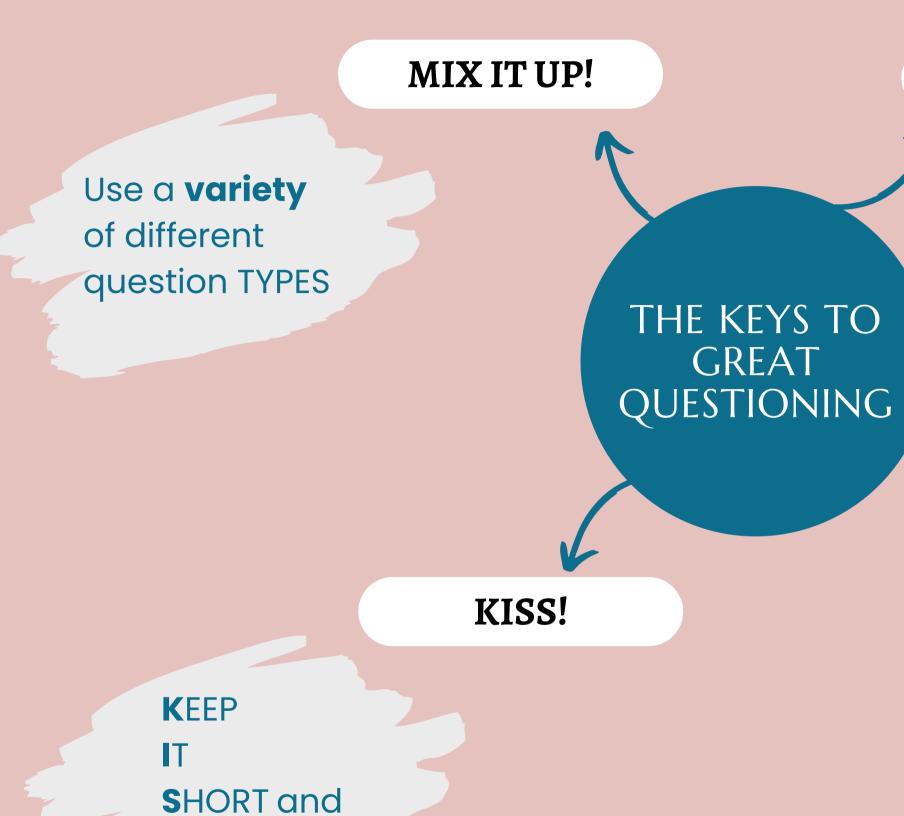
questions

EXPLORE.

e.g.

allow you to





SIMPLE

LISTEN

Sit with the question before rushing to the next. Be **OPEN** and really listen to what comes up.

SILENCE...

Don't be afraid of silence... its key roles are THINKING TIME, and INWARD REFLECTION.

