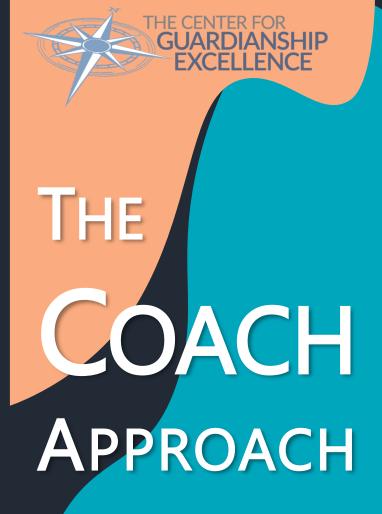
- 1. Do I admire or respect this person?
- 2. What level of trust is already built?
- 3. What is one observation that I can describe in detail that someone does well and should continue?
- 4. What can I tell this person about what I saw or understand and create a positive feedback conversation?
- 5. What is another observation that I can describe in detail where a change of behavior would have a better outcome for the person?
- 6. Am I qualified to teach this new skill or behavior, or is there someone else I can engage to help this person?
- 7. Where is a private place where I can have an interactive conversation to discuss my observations and find out if the person is willing to work toward improving it?
- 8. Can I identify negative consequences if person does not work toward the goal, or positive results if the person does, and how should I discuss this results aspect of the coaching with the person?
- 9. During my interactive coaching conversations, has the person agreed to get started working toward the recommended change?
- 10. Is this a small enough behavioral change that we could see results immediately, or should I plan for repeated observation and feedback as the person moves closer toward the goal?



QUESTIONS COACHES ASK THEMSELVES