

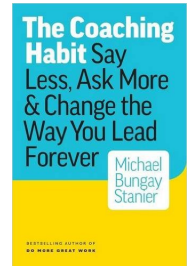
COACHING HABIT

It's all about LISTENING!

A simple question means we don't need to think ahead.

I ask ONE QUESTION... and listen to the answer.

Then ask the next simple question. And listen to that answer.



1. **What is on your mind?** Or "Where do you want to begin?"

Or "What is concerning you?"

2. **And What Else?** Asked many times, until "Nothing" or "That's it"

Another version of this questions : **What are you feeling?**

3. **What is the REAL challenge here for YOU?**

This wording matters. This is about looking deeply into all that has been said, and stirred up, and thought about and saying what matters to YOU. Not the company, not the family, not other people... but YOU. REALLY matters. The core challenge.

4. **What do you want?** And below that, "What need will that satisfy?"

TIP: Ask WHAT not WHY

Simon Sinek knows WHY really matters - it is our deep inner motivations.

Yet often if we are asked a question that begins with WHY it really feels like a challenge and judgment. WHAT and HOW are curious, and interested.

So when you want to ask a **Why** question... instead ask a **What** or How question. It changes the 'charge' behind the question and thus opens us to find better answers.

For example, rather than asking "**Why** did that bother you so much?"
ask "**What** about this is most upsetting?"

Why often elicits a defensive response, what a more thoughtful one.

With thanks to... [The Coaching Habit.](http://www.boxofcrayons.biz/the-coaching-habit)
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