

**CONNECT
OUTCOME
AWARENESS
COURSE
HIGHLIGHTS**

DRAW OUT

Engagement

CONNECT 2

Build rapport and trust.
Review previous action steps.

How have you been?

What insights have you had?

What progress did you make on
your action steps?

WIN

What/So What/Now What

What did you well?

What would you improve?

What would you do next time?

Positive Feedback =

Acknowledge/Recognize/Commend

Conversation Goal

OUTCOME₄

Set coachee's agenda for the convo.

Where you like us to focus?

What makes this important now?

What result would you like to take away?

FIRE

Focus

Importance

Relevance

Awareness

Outcome Questions

- What result?

Exploring

- What in particular?
- What would achieving that do?
- Let's back up bigger issue?

Clairfying

- What do you mean by?
- Could you give an example?
- What would ___ look like if ...?

Focusing

- That's a big topic ... which part?
- What aspect?
- What part would help immediately?



Reflective Dialogue

AWARENESS¹⁴

Encourage discovery, insights, shifts

What are the **key issues**?

What are you **learning** about yourself or the situation?

How are we doing at getting to **the result** you wanted?

Angle Questions

Draw out ...

Raise awareness by exploring angles

ANGLE ?s

Summary > new angle question

Background

Calling

Culture

Emotion

Energy

Family

Financial

Information

Intuition

Loss

Motivation

Organization

Personality

Relational

Spiritual

Spouse

Success

Time

Values

Background > Result > Spiritual > Cultural > Systemic
> Strategy > Inner Change > Bible > Interpersonal

Action Steps

COURSE₆

Capture insights and put in 2-3 actionable steps.

What actions could you take to move forward?
How confident are you to do this?
What support do you need?

SMART

Specific

Measurable

Attainable

Relevant

Time limited

Outcome Questions

- What result?

Exploring

- What in particular?
- What would achieving that do?
- Let's back up bigger issue?

Clairifying

- What do you mean by?
- Could you give an example?
- What would ___ look like if ...?

Focusing

- That's a big topic ... which part?
- What aspect?
- What part would help immediately?

I will _____ by _____ or By _____ I will _____.

Review Learning

HIGHLIGHTS₄

Ask the coachee to reflect on the convo

What awareness do you have?

What makes this significant?