

The Coaching Habit

Michael Bungay Stanier

Michael Bungay Stanier
@michaelbstanier



The Goal

Feature of Coaching
Empowering others
& unleashing
their potential

Be curious
Not lazy
Not off-base

Focus on the
real problem,
not the first
perception

Different
Coaching for
Performance
vs
Coaching for
Development

7 Great Coaching Questions

1) The Kickstart Question

What's on your mind?

2) The Awe Question

And what else?

3) The Focus Question

What's the real challenge here for you?

4) The Foundation Question

What do you want?

5) The Lazy Question

How can I help?

6) The Strategic Question

If you're saying "yes" to this, what are you saying "no" to?

7) The Learning Question

What was most useful for you?