

Coaching

Day Two

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Practice Round 1

- Build a Partnership
 - Design the co-active alliance
 - Build a relationship

Practice Round 2

- Find the Client's Focus
 - Move from “divergent thinking” to “convergent thinking”
 - Clarify the focus into an “end in mind”
 - Find out how much and by when

Practice Round 3

- Make a Plan
 - Hunks and chunks
 - Bits and bites
 - Sequence
 - Milestones, due dates, deadlines
 - Next step

Practice Round 4

- Set Accountabilities
 - How and when
 - Report and celebrate
 - Look and learn
 - Improve and commit
 - Forward the action
 - Identify obstacles
 - Mobilize resources