

Co-active coaching

Coach & Coachee

find things out together

Skills :: Listening
· Curiosity

Open & collaborative conversation

Both involved in the process

Process about

- awareness
- discovery
- choice

4) Cornerstones

- ① All people are inherently capable of finding answers
- ② Bigger picture
 - └ wood
 - └ tone
 - └ body language
 - └ ...
- ③ pay attention to

(4) encourage transformation

Coaching

help to discover & develop their true selves

Environment

• high tech needs trust
confidence, trust,
honesty, space to experiment

←
Discovery session
to align on the
working relationship

↓
ground rules must
be clear

↳ set the stage:

"Where would you like to
make a difference in your life?"

"How does future affect you?"

+ Administrative topics

Deep level thinking - Listening

Listening
empathetically

• bond between love

Level
Level

① Focus on yourself & what
conversations means to me
personally

②

Focus on the other person

↳ examine checks perspective/
situation



empathy

clarification

collaboration

③

Draw on intuition

↳ not outspoken observations

Test your intuition

- ② Start volving your intuition
↳ test your hunch by asking
a question based on
your intuition

jumping off
parent

↳ drive in head first

Tap into Curiosity

- Genuine Curiosity or
playfulness

"How important will $\{xy\}$
be for you?"

"Is this the only way it can be?"

"What do you do next?"

"What does an ideal situation look
like?"

"What can you learn from this?"

fresh perspective

Fulfillment

• Challenge to chase fulfillment

What is essential for the client.

←
Understanding the client's values is of huge importance.

Decisions/Actions → how does that connect & reflect on the client's core values?

How to discover the values?

↳ explore by client's experience