

Leaders Who Ask in Action

Corrinne's top 5 coaching questions...

... to ask myself

as I begin a conversation

1. Who do I need to be as a leader in this conversation?
2. How could I bring out the best in them through this conversation?
3. What is this person's level of skill and confidence in relation to the topic?

and as I end a coaching conversation

4. What did I do well in that conversation?
5. What will I do differently in a conversation like that in future?

... to ask them

1. What would you like from this conversation?
2. If we could wave a magic wand here and change just one thing, what would that be?
3. What is the most useful question I could ask you right now?
4. If you were me/the other person/the CEO/an external consultant, what approach would you recommend?
5. What's important to you about that? Ok... And what's important about that? Right... And what's even more important about that? *(Note – this approach gets to the real heart of what they want.)*

