

Your Coaching session – prepare your summary

Personal Coaching



Before your Coaching session, it is useful to summarise your thoughts about this Module. What are the most important points for you? What would you like to do as a result? How could you do this? Have your Module Checklist ready for discussion.

Also ensure you have your agreed action from your previous coaching session ready to review

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....

.....



Prompt questions for the Coaching session

Personal Coaching



Here are a series of prompt questions to support your thinking

Don't forget that we shall work on all of these issues in more depth in later Modules - **right now we just want to raise awareness.** So don't worry if you don't have definitive answers – we just want you to think about the issues, identify the challenges and have a first thought about solutions.

What challenges do you have in identifying growth opportunities for the coming 24 months?

What growth opportunities do you currently see?

What challenges do you have in growing your revenue and margin together?

Are you thinking and planning for the long term or just the next 12 weeks?

What challenges do you have selling value?

Do you think your key account wants to pay for your value? Why?

What would you like to do over the next 12 weeks? How will you do this?



GROW prompt for your Coaching session

Personal Coaching



Some Managers find it useful to prepare for their coaching using the GROW sections – if so here is a template to help you structure your initial thoughts – remember though that the coaching session is designed to help you develop this initial thinking so you should expect to change your views – you don't need to defend these initial ideas.

What do you want to achieve?

What is happening right now? What might happen soon?

What could you do?

Right now, what seems to be the best option for you?

