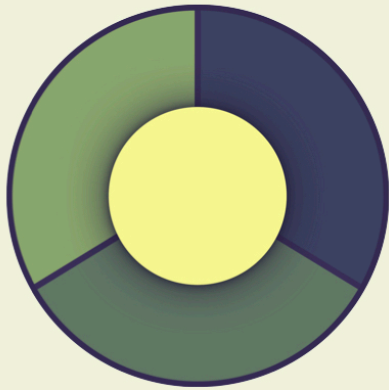


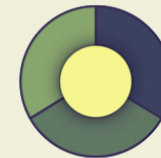
# Corporate Sponsored Coach Training



# Action, Planning and Goal Setting 201

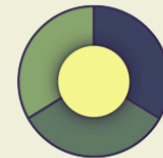
Deeper than the Problem

# 5 Whys:



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A coach's work is in the  
co-designing of transformation

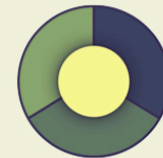


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## 2 Indicators of Deeper Action Planning



- Helps connect this solution to other areas of the client's life.

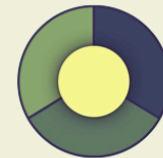


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## 2 Indicators of Deeper Action Planning



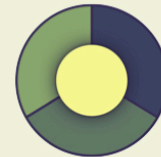
- Helps connect this solution to other areas of the client's life.
- Asks questions that help go beyond the presenting problem.



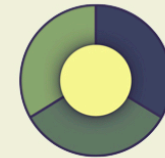
# Taking an Action Deeper



- How might you be able to apply this in other areas?
- How will this help you avoid similar situations in the future?
- How could this help you make the most of future opportunities?

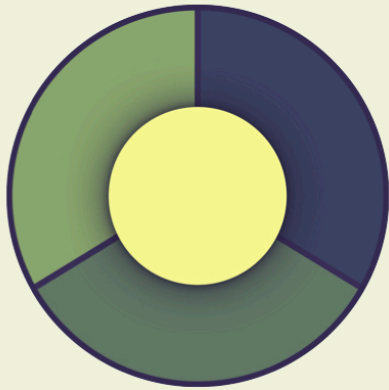


# Consider: Am I Being a Mallet-Coach or a Co-Designer?



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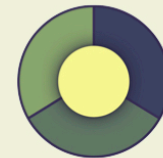


# Action, Planning and Goal Setting 201

## Rough Draft Action Exploration

# A Minimum Viable Exploration

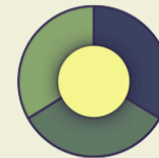
Let's build a prototype in order to learn and create a better version as we go!



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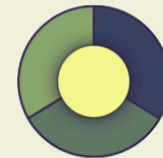
# Exploring the Rough Draft

- What is your rough draft of what you would like to do?



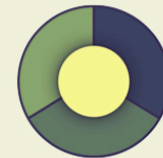
# Exploring the Rough Draft

- What is your rough draft of what you would like to do?
- What would get in the way of taking this action now?
- If you tried this, what might happen?
- What could you do to improve this plan?



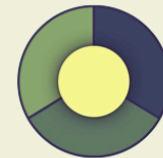
# Learning from the Rough Draft

- What have you learned about yourself or the situation?
- How do you need to grow in order to do this well?
- What made it so easy to come up with this initial idea?

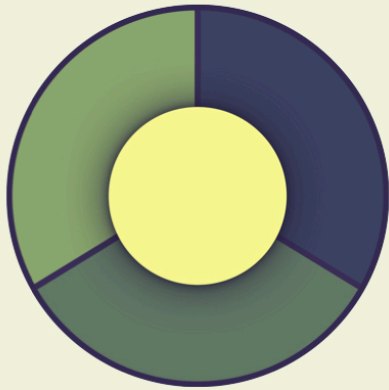


# Make It Intentional!

Coaches should never do this by accident.  
Mindfully choose this option of exploration.



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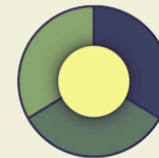
# Action, Planning and Goal Setting 201

## Shift Action Exploration

# We coach the client, not the clock



VS.

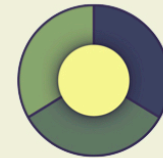


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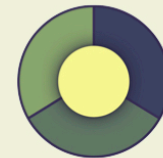
# What Is the Shift?

- An aha moment: “I have never thought of it that way!”
- You can hear this indicated by change in tone and language.
- You can also leverage what you see the client do as they learn something new.



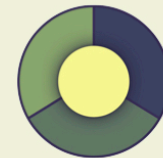
# Exploring the Shift

1. Offer an observation and/or ask a question around the shift + what the client is learning.
2. Ask what might be the connection between this learning and the agreement's measurable result.
3. Ask about action or partner to see if the client would like to explore action.



# Exploring the Shift

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2. Ask what might be the connection between this learning and the agreement's measurable result.
3. Ask about action or partner to see if the client would like to explore action.
4. Partner to close or create a new cycle of coaching



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