

The Lie Coaching Model

Read and understand the following.

LISTEN FOR:

- ▶ More than words
- ▶ Concerns, fears
- ▶ Accomplishments
- ▶ Needs, values
- ▶ Motivation
- ▶ Barriers to progress
- ▶ Conflicts

INQUIRE TO:

- ▶ Focus the conversation
- ▶ Clarify the problem or challenge
- ▶ Promote discovery of possibilities
- ▶ Increase awareness of options
- ▶ Discern barriers to progress
- ▶ Obtain commitment for action

ENDORSE:

- ▶ Who the person is
- ▶ How the person has developed
- ▶ What he/she has accomplished
- ▶ Capabilities and potential

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