OUTCOME QUESTIONS

Example Outcome Questions:

* What result would you like to take away from our conversation?
* What would you like to work on?
* What would make today’s conversation meaningful for you?

Each of the previous questions accomplish several things that are critical to a coaching conversation:

* They put the coachee in the driver’s seat in determining the conversation’s outcome.
* They assume that there will be a result of some kind.
* They are motivational.

The words “result,”“work on,” and “meaningful,” suggest that there will be progress, which contrasts with the lack of hope that the coachee may have been feeling prior to the conversation.

So, the best way to determine the outcome of the conversation is to simply ask the other person one of these outcome questions.

Keith E. Webb  
Active Results LLC

Bellevue, WA.

Home

232 N.E. 174th Place

Bellevue, WA 98008