

The Coaching Habit: Say Less, Ask More & Change the Way You Lead Forever ***Michael Bungay Stanier***

1. The Kickstart Question:

What's on your mind?

2. The AWE Question

And what else?

3. The Focus Question

What's the real challenge here for you?

4. The Foundation Question

What do you want?

5. The Lazy Question

(To make sure I am clear) How can I help?

6. The Strategic Question

If you are saying Yes to this, what are you saying No to?

7. The Learning Question

What was most useful for you?