

# THE SEVEN COACHING QUESTIONS




**1 THE KICKSTART QUESTION**

“What’s on your mind?” Discover the power of an opening question that gets the conversation happening **FAST & DEEP**




**3 THE FOCUS QUESTION**

“What’s the real challenge here for you?” How to stop spending so much **TIME AND EFFORT** solving the wrong problem.




**2 THE AWE QUESTION**

“And what else?” The best **COACHING** question in the world and you marvel at the power of three short words.




**4 THE FOUNDATION QUESTION**

“What do you want?” In which the question that lies at the very heart of **ADULT-TO-ADULT** relationships is discussed.




**5 THE LAZY QUESTION**

“How can I help?” Discover the question that will make you more useful to those you manage, while working less hard, and you decide that **BEING LAZY** is a good thing after all.




**6 THE STRATEGIC QUESTION**

“If you’re saying yes to this, what are you saying no to?” In which you get to the heart of overwhelm and discover the question at the heart of every good strategy.



**7 THE LEARNING QUESTION**

“What was most useful for you?” I which you discover how to finish any **CONVERSATION** in a way that will make you look like a genius.



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(Source: The Coaching Habit by Michael Bungay Stanier)