

Coaching basics Part 2

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How to get the right approach for the right client

Take note of your personality type

1. Take charge person
2. Consensus builder
3. Behind the scenes supporter
4. Talker
5. Listener
6. Opinionated
7. Answer man
8. Process orientated

Take note of client's personality type

1. Take charge person
2. Consensus builder
3. Behind the screens supporter
4. Talker
5. Listener
6. Opinionated
7. Answer man
8. Process orientated

Take note of client's motivation

1. The higher the motivation the more directive you can be.
2. The lower the motivation the more non-directive you can be.

Take note of client's focus

1. The more focused, the more directive you can be.
2. The less focused, the more non-directive you can be.

Take note of client's follow through

1. The more the client follows through, the more directive you can be.
2. The less the client follows through, the more non-directive you can be.

Always explain what you are doing

1. Directive
2. Non-directive

Create an atmosphere of trial and error

1. Directive
2. Non-directive