

LEARNING FROM THE BEST



THE COACHING MASTERS

LEARNING FROM THE BEST

PURPOSE OF THE TOOL: Create mechanisms to learn from another person, through modeling. It consists of the act of identifying behaviors that provided success, for example, something that the person did, something that he said or learned and adapting to use in the current situation. This tool is useful to prepare the coachee to learn strategies that contribute to success with someone who excels at doing what he wants to do.

Name of person to model:

1. What do you notice about this person?
2. What is the impact of this person's actions/behaviours on others?
3. What would this person's motivations be?
4. What specifically can you find out about this person's success?
5. How do people perceive and feel when he (or she) behaves this way?
6. What did this person do to become able to do what he or she does?
7. What does it take for you to become able to do what he (or she) does?
8. How would you need to feel to do the same things?
9. What steps did this person take that are critical success factors?
10. What specific actions will you take to get there?