

# BURGER FEEDBACK



THE COACHING MASTERS

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Feedback Burger is a fundamental and highly efficient technique for a Leader. In Coaching, giving and receiving feedback is a skill that has to be developed with Mastery. Feedback is the procedure that consists of providing:



## **1 - GENERATE RECEPTIVENESS / FOCUS ON THE POSITIVE / TRUE PRAISE.**

"I understand that acting like that was the best you could do at that moment."

## **2 - INSERT THE IMPROVEMENT POINT / PERFORM THE IMPROVEMENT FEEDBACK / THE SUGGESTION.**

"However, his X, Y, Z attitude brought a detrimental result to the team."

## **3 - FOCUS ON THE POSITIVE: ALWAYS FINISH ON THE POSITIVE.**

"Even with this happening, I want to say that you are doing well and will certainly be able to overcome the difficulties. Are you good at it."

By starting by praising and describing the behavior you open the neural channels and create receptivity with your Collaborator/Coachee.