

Coaching Questions

What's on your mind?

... and what else? (AWE)

What's the real challenge for you?

Here's what I want: _____. What do you want?

How can I help?

If you are saying yes to this, what are you saying no to?

What was most useful to you?

Questions taken from the book "The Coaching Habit" by Michael Bungay Stanier.

Motivation

Make the invisible... visible

Appeal to values

Talk about invisible consequences

5 Strategy Questions

What are our **broad aspirations** for our organization & the **concrete goals** against which we can measure our progress?

Across the potential field available to us, **where will we choose to play** and not play?

In our chosen place to play, **how will we choose to win** against the competitors there?

What capabilities are necessary to build and maintain to win in our chosen manner?

What management systems are necessary to operate to build and maintain the key capabilities?

Excerpted from <https://hbr.org/2010/05/the-five-questions-of-strategy>



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