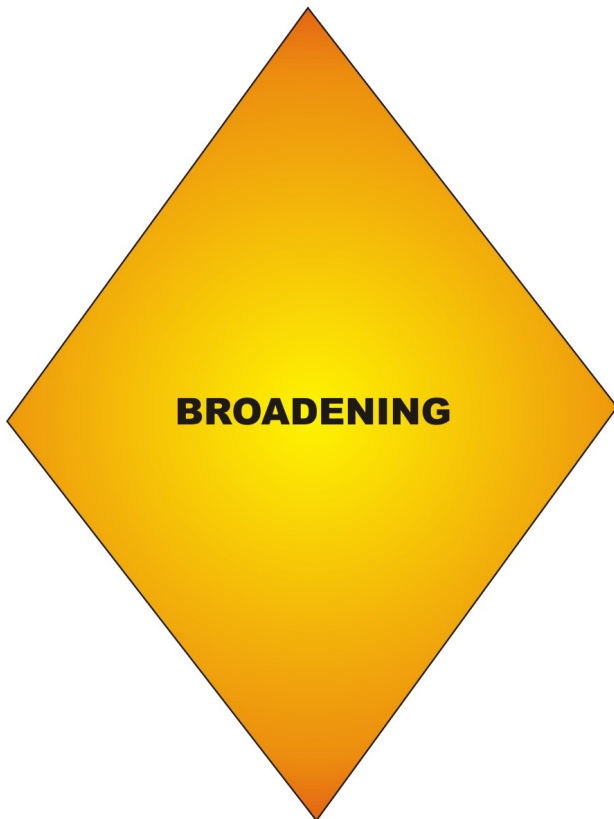


COACHING

1. STARTING POINT



Examples of open questions

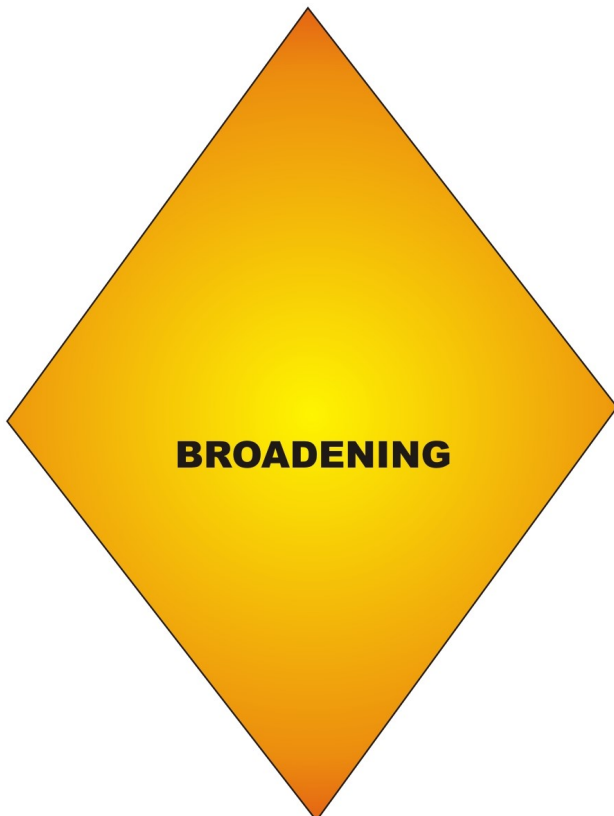
EXPLORATION PROBLEM

What is the problem?
Can you tell me more about it?
What else is problematic?
What exactly bothers you?
Can you give me an example?
Why is it bothering **you**?

NARROWING DOWN THE PROBLEM

Which topic would you like to discuss further?
Which problem is most urgent?
What do you worry about most?
Where would you like to start?

2. CORE OF THE PROBLEM



EXPLORATION OF SOLUTIONS

What are possible solutions?
What else could you do?
What would you do if you'd follow your heart?
What's keeping you to do this?
Have you already tried something?
What was the result?

NARROWING DOWN THE SOLUTION

Which solution is most attractive?
Which solution do you want to choose?
Do you need help, and how will you get it?
What will be the first step you will take?

3. POSSIBLE SOLUTION