

# WBECS 2019

## Coaching Technique- Self Check

WORLD BUSINESS AND EXECUTIVE COACH SUMMIT

### Discipline self check for coaches

#### Polarity management for coaches

##### POLARITY MANAGEMENT FOR COACHES

###### +Coach

- Is thought partner
- Shares new information
- Provides context
- Introduces models for problem solving
- Tests assumptions
- Partners in brainstorming
- Evokes brilliance
- Provokes creativity

###### -Coach

- Is over controlling
- Needs to be right
- Solves problems that client is capable of solving
- Leaves client feeling alone
- Does not add value when they can

## QUESTIONS TO ASK ONESELF

- Am I listening more than I am talking?
- Am I asking insightful questions before I provide answers?
- Do I allow for silence?
- Do I make sure the client is interested before providing input?
- Do I ask for permission before sharing- ideas, resources, models?
- Am I brief when sharing stories?
- Do they *really* need to hear what I have to say or is it rather that I *need* to say?
- Is all homework self-assigned or negotiated?

If this content is valuable to you, be sure not to miss Madeleine in her live online coach session at **WBECs** in June, 2019. The **WBECs** Pre-Summit is a month-long, free learning experience taught by carefully hand-selected speakers covering the most important topics of 2019 in a variety of coaching disciplines.

Sign up at [wbecs.com/madeleineb](http://wbecs.com/madeleineb) and get access to Madeleine's workshop as well as 50 other immersion trainings, implementation mastery sessions, live coaching demos, thought-leader panels and much more - at absolutely no cost.

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