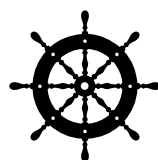


Creating a Coaching Mindset

“A manager is a title, it does not guarantee success. Coaching is an action, not a title and actions will result in successes!”

— Catherine Pulsifer



Why is having a coaching mindset important in the workplace?

What is a coaching mindset?

How do you rate in the qualities of those who possess a coaching mindset?

The Coaching Relationship Compass



The Coaching Relationship Compass™ is built on the foundation of trust where **“intention”** is the coach’s **True North**, and is in alignment with their communication (what they say and do) showing openness and respect for the coachee.

4. Why is Intention at the coach’s True North?

5. Why are openness, respect and communication the words of choice here?

A coaching mindset: guiding principles

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What does this all mean though...

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I'm not a coach though...

6. Why is it important that we see ourselves as coaches?

7. What are the benefits of creating a coaching mindset?

In yourself:

In others:

8. What are some things that might get in the way of having a coaching mindset?

Summary

Today we have learned:

- How important a coaching culture is for business growth
- That a coach's focus must be on the coach at all times
- That the most important aspect of a coaching relationship is trust
- That coaching is about focussing on strengths and potential
- That coaching is about helping people to help themselves
- That coaching requires personal discipline and strength too

Recommended reading:

Chad W. Hall, *The Coaching Mindset: 8 Ways to Think Like a Coach*

Jack Davies, *Coaching Questions: Ask Powerful Questions, Develop Coaching Mindset, Improve The Way You Lead*

