

Self Coaching Questions

Goal

1. Think of an issue you have at work (eg. not enough leads, problem person in the team)
Write down a one line summary of the issue
2. What are you trying to achieve by fixing the issue? (This is **Your goal**)
3. What does success look like (how will you know when you've achieved your goal)
4. What are the positive consequences for others when you achieve your goal (name them – customers, staff, family, friends)
5. How could you break your goal down into sub-goals

Reality

6. What are you currently doing to reach your goal?
7. What have you tried that hasn't worked?
8. What have you learned from that?
9. What have you tried that worked well?
10. Could you do more of that?
11. Who do you know that has done this before / could be a role model for you?
12. What can you learn from them?
13. On a scale of 0-10, how would you say your current activity is moving you towards goal?

Options

14. Write down one thing you **could** do as a next step?
15. What else could you do?
16. What else could you do?
17. What do you think you should do?
18. What do you really want to do?
19. If you had no constraints what would you do?
20. What, inside you, is stopping you from taking action?
21. How can you remove that internal block?
22. What other (external) blocks are there?
23. How can you remove the external blocks?
24. What are you going to do?

Will

25. On a scale of 0-10, how committed are you to achieving your goal?

If you scored less than 8 for Q25, you now know that this issue isn't important enough to keep you awake, so you can *tear up the paper* and get on with your job (or file it somewhere in case your priorities change!).

If you scored 8 or more, you now have some actions you can take to help move towards your goal.

If your success depends on others and you'd like to improve your results,
contact [Extra Dimension](http://Extradimension) on 01202 830047 or email alan.adair@extradimension.co.uk