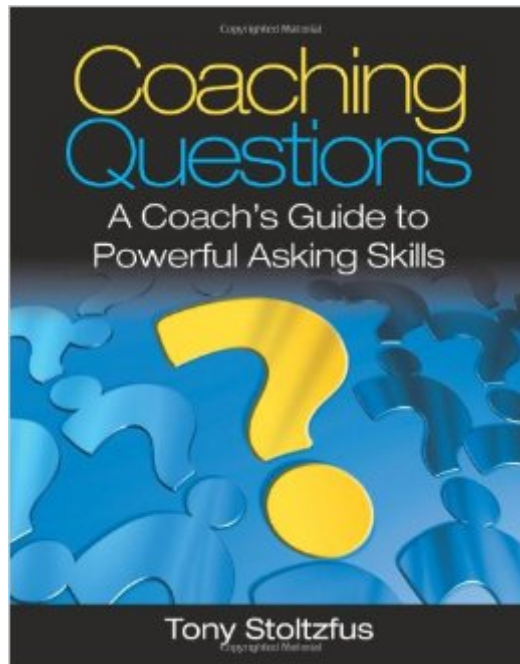


The book was found

Coaching Questions: A Coach's Guide To Powerful Asking Skills



Synopsis

The single most important skill in coaching is asking powerful questions. In this volume, master coach trainer Tony Stoltzfus joins with 12 other professional coaches to present dozens of valuable asking tools, models and exercises, then illustrates these coaching strategies with over 1,000 examples of penetrating questions. Covering the gamut from basic techniques like options and actions to advanced concepts such as challenge and reframing, Coaching Questions is a book that will find a home on any coach's short list of handy references. Coaching Questions: A Coach's Guide to Powerful Asking Skills includes:

1. Dozens of asking tools, models, and strategies.
2. The top ten asking mistakes coaches make, and how to correct each one.
3. Nearly 1200 examples of powerful questions from real coaching situations.
4. Destiny discovery tools organized in a four-part life-purpose model.
5. Overviews of 15 popular coaching niches, with a tool and examples for each.
6. A schedule of training exercises to help you become a "Master of Asking".

Book Information

Paperback: 100 pages

Publisher: Coach22 Bookstore LLC; 1 edition (April 24, 2008)

Language: English

ISBN-10: 0979416361

ISBN-13: 978-0979416361

Product Dimensions: 8.2 x 0.2 x 10.5 inches

Shipping Weight: 10.6 ounces (View shipping rates and policies)

Average Customer Review: 4.6 out of 5 stars [See all reviews](#) (248 customer reviews)

Best Sellers Rank: #5,801 in Books (See Top 100 in Books) #4 in [Books > Medical Books > Psychology > Counseling](#) #8 in [Books > Business & Money > Management & Leadership > Training](#) #11 in [Books > Textbooks > Social Sciences > Psychology > Psychotherapy](#)

Customer Reviews

Most new coaches (and even some experienced ones) have a strong tendency to want to help the client solve their problem(s) by showing/telling them the answer. The better method is to let the client discover the answer. And the most effective method for the client to discover the answer is to ask the right questions. Tony Stoltzfus created a very helpful guide with his Coaching Questions. The first section of the book covers the groundwork. Why ask? He gives you five great reasons why asking is so important and effective.

1. The answers lie within the person being coached.
2. Asking creates buy-in.
3. Asking empowers - it gives the client confidence and

encourages them⁴. Asking develops leadership⁵. And it creates authenticity. He then moves to the top ten asking mistakes. We tend to ask closed end questions, we lead the client or we ask rambling questions. There is lots of additional very helpful information in the first section of the book. In section II, he goes over the coaching process which is a mini course in effective coaching. He spends time on the different conversation models, the coaching funnel, the coaching agenda and the life wheel assessment. Again he covers lots of additional material in this section. In section III, he covers life coaching and destiny discovery. Here the questions are designed for the client to get a clear picture of who they are, what motivates them, their dreams and desires, the obstacles holding them back. Section IV is coaching in action, creating a better life today. Again the coaching is built around powerful and probing questions. Section V is about advanced asking skills. In section VI he covers the different coaching niches.

[Download to continue reading...](#)

COACHING :Coaching Questions Powerful Coaching Questions To Kickstart Personal Growth And Success Now ! - Life Coaching, Life Coach, Success Principles, Success Habits- Coaching Questions: A Coach's Guide to Powerful Asking Skills Leadership: Management Skills, Social Skills, Communication Skills - All The Skills You'll Need (Conversation Skills, Effective Communication, Emotional ... Skills, Charisma Book 1) Co-Active Coaching: New Skills for Coaching People Toward Success in Work and, Life Leadership: Become A Super Leader - Management, Management Skills, Communication & Coaching (Business Skills, Influence, Persuasion, Body Language, Leadership Skills, Emotional Intelligence) Change Your Questions, Change Your Life: 12 Powerful Tools for Leadership, Coaching, and Life Coaching for Performance, 4th Edition: GROWing Human Potential and Purpose - The Principles and Practice of Coaching and Leadership Coaching for Performance: GROWing Human Potential and Purpose - The Principles and Practice of Coaching and Leadership, 4th Edition Leadership: Leader Skills For Communication, Influence People and Business Coaching (Leadership, Influence People, Leader, Business Skills) The Coaching Mindset: 8 Ways to Think Like a Coach Communication Skills: 101 Tips for Effective Communication Skills (Communication Skills, Master Your Communication, Talk To Anyone With Confidence, Leadership, Social Skills) Art Williams: COACH: The A. L. Williams Story: How a No-Name Company, Led by a High School Football Coach, Revolutionized the Life Insurance Industry Becoming a Professional Life Coach: Lessons from the Institute of Life Coach Training Asking Questions: The Definitive Guide to Questionnaire Design -- For Market Research, Political Polls, and Social and Health Questionnaires Asking the Right Questions (11th Edition) Cultural Anthropology: Asking Questions About Humanity How to Be a Good Leader: The Ultimate Guide to

Developing the Managerial Skills, Teamwork Skills, and Good Communication Skills of an Effective Leader Coaching Skills: A Handbook Leadership: Elevate Yourself and Those Around You: Influence, Business Skills, Coaching, & Communication Coaching Skills for Managers and Supervisors

[Dmca](#)