



Topic: Coaching: How To Get People Into Action With
One Simple Question

Guest Speaker: Kathy Wilson

January 25, 2022 1:00 pm

Reminders

Thrive Registration OPEN

March 30-31, 8:30-12:45



Callie Davis

SRS Resource Developer

Moderator



Kathy Wilson

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Guest Speaker



Coaching: How to get People into Action with One Simple Question

What has someone done in the past to help give you the insight you needed when you were unable to make progress?

How have you been successful in the past in helping someone else get unstuck?

One of the toughest things in leadership
is getting people into action.

What if there were one simple, yet profound, question that could
motivate people to get into action.

What actions could you take to move forward?

Some subtext

What...

Begin with an open question that will encourage reflection.

actions...

Multiple actions will generate deeper thinking and more creative ideas.

could you take...

“Could you take,” will generate ideas a little bit more freely than, “will you take.”

... to move forward?

“Move forward” allows for a process, next steps, and partial completion.

What actions could you take to move forward in using this question?

What actions could you take to move forward on this project? ...with your homework? ...on becoming a better leader?

What actions could you take to move forward in implementation?

What actions could you take to move forward in using this question?

Who can you use this question with this week...co-worker, child, friend.

Q & A



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