



Masterful Questions

Session #2

Presented by Michael Stratford MCC, BCC



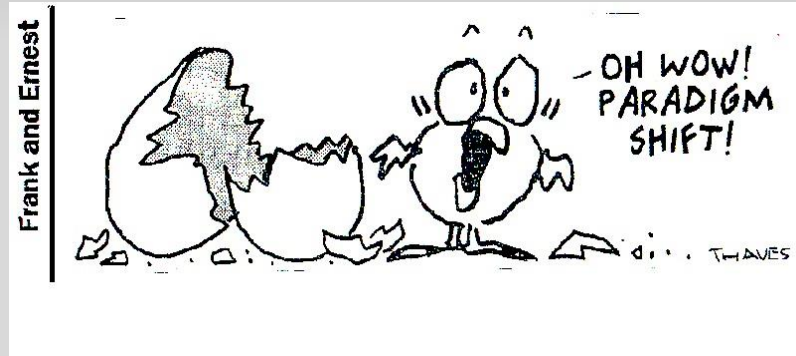
What we're up to today

Review/debrief about last week
Practice
The Coaching Equation
The StratMatrix
Addition by Subtraction
Practice
Tool time



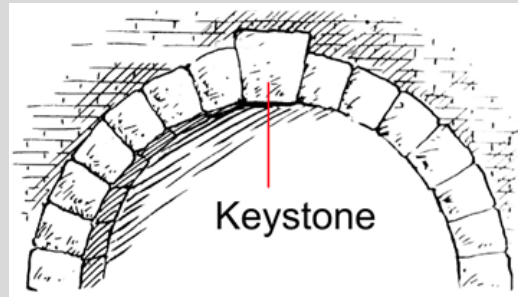
Question #1

What if anything has already shifted about your relationship to questions?



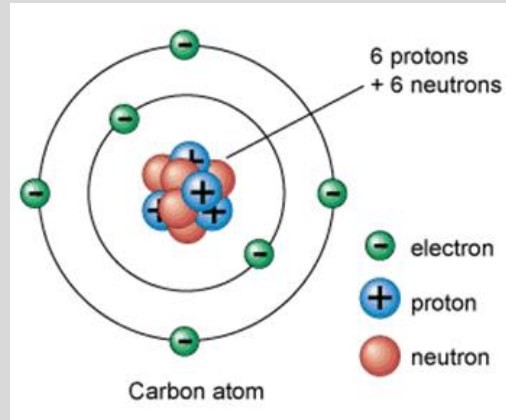
Question #2

If you were to teach this course, and could only make one point, what would be the keystone awareness that you could give a new coach learning about questions?



Question #3

From studying the questions of others, what's the most important thing that you've noticed about structure?



Time for Practice

*“Coaching the moment
not the history”*



Groundrules – First pick a number from 1 - 10

- 1. You get to ask one question of the client.*
- 2. No closed end questions .*
- 3. Then the next person goes.*
- 4. You must ask only from what the client just said, not what you would have asked if you were in an earlier position.*

★★ Once your turn has passed pay attention to the structure of others' questions, how they're built and what happens with the client when they're asked.

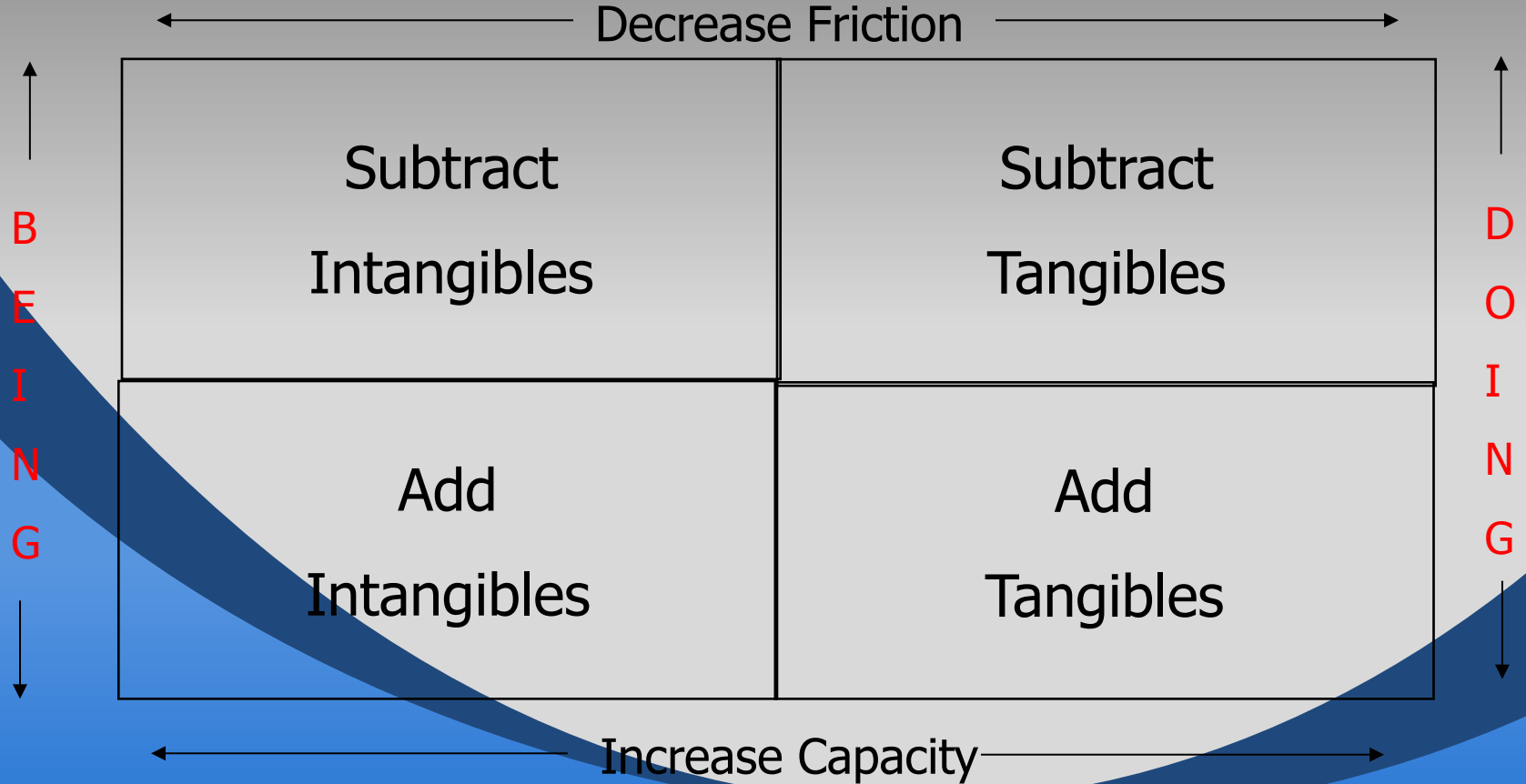
The Coaching Equation

Performance = Potential – **INTERFERENCE**



Coaching is a subtractive process

StratMatrix™ of Human Development



What to Subtract (Intangibles)

Assumptions of skill/training level – mistaken notion that one is “better” than they actually are

Beliefs – they are trained, constructed and assimilated and look like truth or facts

Ego – identity of being an expert/needing to be ‘the one who knows’

Fears – what will happen if...or what happened before that I should fear again

Ignorance – the simple basic absence of information or knowledge

Hungers – deep inner drivers i.e. hunger to feel needed
valued, important, liked, powerful, respected
appreciated, heard, loved.

*Subtract
the
Stuff*

WARNING!

If you see THE STUFF
in stores...
call the police.

If you have it
in your home...
don't touch
it...get out.

THE STUFF
is a product
of nature...
a deadly
living organism.

It is addictive
and destructive.

It can overcome
your mind and
take over your
body...

and nothing can stop it.



THE STUFF

New World Pictures presents A Larco Production A Larry Cohen Film "THE STUFF"
Starring MICHAEL MORIARTY ANDREA MARCOVICCI GARRETT MORRIS SCOTT BLOOM PAUL SORVINO as "Spears"
Guest Star DANNY AIELLO and PATRICK O'NEAL Director of Photography PAUL GLICKMAN Music by ANTHONY GUEFEN
Edited by ARMOND LEBOWITZ Executive Producer LARRY COHEN Associate Producer BARRY SHILS
Produced by PAUL KURTA Written and Directed by LARRY COHEN

R RESTRICTED
UNDER 17 REQUIRES ACCOMPANYING
PARENT OR ADULT GUARDIAN



NEW WORLD PICTURES

Subtracting Fear – Demo?

SEE



CORE



Anything else will simply rubber band back to the fear
because the energy hasn't shifted

Time for Practice

*“Coaching the moment
not the history”*

The Subtraction Version





Shifting Forward

What 'self' are you most unwillingly to let go of regarding your impact with clients?

How is the attachment to that 'self' holding both you and your clients back?

What is the leap of 'self' you sense is next for you in your mastery of questions?

