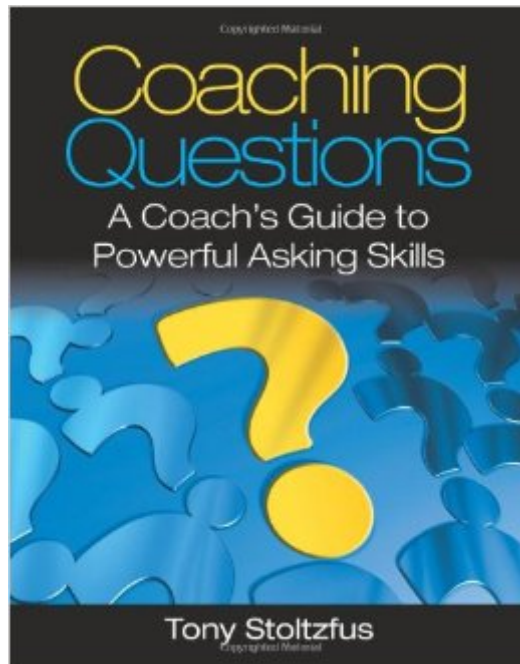


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# Coaching Questions: A Coach's Guide To Powerful Asking Skills



## 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

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## 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 them<sup>4</sup>. Asking develops leadership<sup>5</sup>. 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.

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