

**natural**  
training

# Great coaching questions

Draw out people's innate, brilliant natural talent



## How will this e-book help you?



Questions will ignite the genius inside of you - involving real lightbulb moments in your coaching!

Great coaches are hard to come by. Just because you're good at sales, marketing or delivery, doesn't automatically bump you to a grand coaching level.

Good coaches are reactive, responsive and helpful to have around. GREAT coaches act a catalyst for change by drawing out people's innate, brilliant natural talent and guiding them on an exciting and fruitful journey. They enable people to improve their current situation with clarity and focus, both for short-term steps and long-term goals.

Every coaching relationship should be unique, confidential and personalised to suit the individual - and every item should be tackled with **great, insightful questions**.

**It's really simple: great coaches ask great questions.**

As a coach, asking the right questions will give you unique insight into your coachee's situation, thus building a better picture an angle for you to have real effect. It also shows your coachee that you have a real interest in them and they will therefore be more likely to engage with you on a deeper level, which will speed up their progress and success.

In this short little eBook, we give you questions that yield the best outcomes, giving you a list that can be used for different purposes.

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## 44 Great coaching questions (1-10)



Dig deep! Big, open questions give you incredible answers to work with!

1. What's great about your life this week?
2. How have you grown this week?
3. What did you accomplish this week?
4. Who did you serve?
5. What did you learn?
6. Who else will benefit?
7. What are you grateful for? (or Who's grateful for you?)
8. Is this what you want to be coached on or are you just sharing?
9. What could you be happy about if you chose to be?
10. Does this story empower you or disempower you?

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## 44 Great coaching questions (11-20)



This is not about you! Your experience is definitely valuable and you probably have some great advice to offer, but ONLY once your coachee has truly shared.

11. How can you turn this around and have better results next time?
12. On a scale of 1 – 10 how honest have you been about this, with others?
13. Do you mind if I offer an observation?
14. Is this the problem or the solution?
15. Is this a limitation or is it a strength?
16. How would you like it to be?
17. What's in the way?
18. What does this mean to you?
19. Is that a story or the truth? (How can you find out?)
20. Is this giving you energy or draining your energy?

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## 44 Great coaching questions (21-30)



Make them think. Coaching is supposed to be challenging!

21. What will really make the biggest difference here?
22. What does your intuition tell you about this?
23. Have you solved problems like this before?
24. What rules do you have that are getting in the way?
25. Have you ever experienced something like this before?
26. If you changed your belief about this, what would be possible?
27. Which of your core values does this goal express?
28. Is this goal pulling you forward or are you struggling to reach it?
29. What's the first step you need to take to reach your goal?
30. What's the worst that can happen, and can you handle that?

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## 44 great coaching questions (31-40)



It's all about the future. Ask questions that transport them to the future on a regular basis to keep you both focused.

31. What's the downside of your dream?
32. If you weren't scared, what would you do?
33. What will you have to give up in order to make room for your goals?
34. How would you describe the difference between a need and a value?
35. If you achieve this goal, will it bring lasting fulfillment or temporary pleasure?
36. Have you thought about the impact you'll have by creating this?
37. How can you learn from this problem so it never happens again?
38. How can you create more value with less effort?
39. What are you willing to do to improve this situation?
40. What are you willing to stop doing to improve this situation?

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## 44 great coaching questions (41-44)



Create an action plan after each session to help track progress and inform the agenda for next time.

41. How can you enjoy the process of solving this problem?
42. What are you willing to commit to here?
43. Do you need to work harder or delegate this?
44. If this weakness were also a strength, what would that be?

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## Next steps



Author Matt Drought  
founder of Natural Training.  
Matt and his trainers regularly  
help clients sell more, present  
with more clarity and  
negotiate with better  
outcomes

The mission of Natural Training is to provide a learning experience that transcends the ordinary.

That's why in our training you will find more hands-on experience, simulation, live sales calls and more full-immersion than any other European training provider.

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- Natural Training's website [www.naturaltraining.com/](http://www.naturaltraining.com/)
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