

## Coaching Skills Training Course Assessment

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### About this book

This is the assessment from Coaching Skills Training Course, your toolbox to coaching yourself and others with exercises and scripts. If you'd like to order a copy of the main book please either visit [www.UoLearn.com](http://www.UoLearn.com) where both printed books and ebooks are available or your favorite online bookseller.



## Coaching Skills Training Course

### Your toolkit to coaching yourself and others, with exercises and scripts

ISBN: 978-1-84937-005-9, Order at [www.UoLearn.com](http://www.UoLearn.com)

This book gives you an easy to follow structure to design inspiring coaching sessions.

- ✓ An easy to follow 5 step model to guide you through the coaching process.
- ✓ Exercises will help you enhance your skills
- ✓ Work at your own pace to increase your ability
- ✓ How to use NLP in your coaching
- ✓ Over 25 ready to use ideas

A toolbox of ideas to help you become a great coach.

## Assessment and evaluation

1. What are the three perceptual positions? (3)  
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.....
2. What is a 'mind read'? (1)  
.....  
.....
3. What does NLP stand for? (1)  
.....  
.....
4. What's the difference between coaching and therapy? (1)  
.....  
.....
5. List three types of coaching. (3)  
.....  
.....
6. What does 'Conscious Competence' mean? (1)  
.....  
.....
7. List four types of learning styles. (4)  
.....  
.....
8. When would a coachee need to be referred to an external professional? (1)  
.....  
.....
9. List five words used to start open questions. (5)  
.....  
.....
10. Which question word do you avoid using when coaching? (1)  
.....  
.....

11. List three things you can do to create rapport. (3)
- .....
- .....
12. What is the best way to give feedback? (1)
- .....
- .....
13. Do you sit facing a coachee or to the side on an angle? (1)
- .....
- .....
14. List three ways you could break a coachee's pattern. (3)
- .....
- .....
15. Is 'fruit' a chunk up or down from 'apple'? (1)
- .....
- .....
16. Would you chunk up or down to get more detailed information from a coachee? (1)
- .....
- .....
17. How would you get a coachee to consider their impact on others? (1)
- .....
- .....
18. List five ground rules of effective coaching. (5)
- .....
- .....
19. What is a limiting belief? (1)
- .....
- .....
20. What does a sun diagram highlight? (1)
- .....
- .....
21. What are three different preferred senses/learning/communication methods? (3)
- .....
- .....

22. What are the five senses anchors can be based on? (5)

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.....

23. What (typically) would someone be doing when they look up to the right when answering? (1)

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.....

24. What would you use The Three W's for? (1)

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.....

25. What are the four 'I'm OK-You're OK' models of behavior? (4)

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.....

26. Why use a well formed outcome? (1)

.....  
.....

27. What is generally the biggest fear people have of being out of their comfort zone? (1)

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28. What is the percentage split for physiology, voice and words when people are not communicating effectively? (3)

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29. What would you do if you were to micro-mirror someone? (1)

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30. What does psychogeography mean? (1)

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**Your score:**

**Max total**

**(60)**