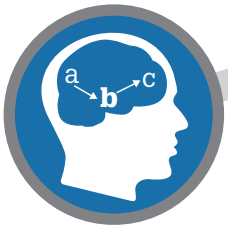
Communication & Influence

Coaching Blueprint

FUEL Your Session

Frame the conversation



Set the context and the focus for the conversation

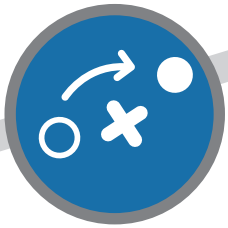
Understand the current state

Help the coachee to gain awareness about themselves and what is currently happening

Explore the desired state

Help the coachee to identify and to think about the desired outcome. What's the end game?

Lay out a success plan



Help the coachee to explore the options and to create an action plan and next steps which will achieve the end goal

Power Questions

1 Who have you identified across your organisation that has a direct style? How have you adapted your style to suit these people? What was the outcome?	2 Who have you identified across your organisation that has an Analytical style? How have you adapted your style to suit these people? What was the outcome?	3 Who have you identified across your organisation that has an Social style? How have you adapted your style to suit these people? What was the outcome?
4 Who have you identified across your organisation that has a Conceptual style? How have you adapted your style to suit these people? What was the outcome?	5 Did you face any challenges or difficulties communicating with these four styles? What were they? How did you manage them?	6 Have you come across anyone who does not fit into any of these styles? Who are they and how would you describe their style?
7 For anyone that doesn't fit into these four styles, how have you adapted your style to suit these people? What was the outcome?	8 Describe your communication stlye? What areas do you think you need to develop? How can you do this?	9 Talk me through what influential tactics you have used for the different styles? How successful were they? Would you change anything for next time?
10 Are these people across your organisation that you find very difficult to communicate with? Why is this?	11 Which is your prefered communication channel? Why is this?	12 How does communicating to large groups differ from 1-2-1 conversations? What channel would you use and why?