



Performance Role Coaching Principles

- Developing Rapport and Confidence
- Developing purpose for the coaching relationship
- Appropriate disclosure and trust development
- Setting out roles, responsibilities and guides for interactions
- Awareness of own strengths, preferences and biases
- Enquiring to assess these characteristics of the “coachees”
- Keeping a “here and now” focus
- Relating the “here and now” to presenting issues and strategic purpose
- Knowing when to seek others’ help