Podstawowy model Coachingowy

SMART

S Specific,Simple konkretny i prosty

M Measurable mierzalny ilościowo

A Assesable mierzalny jakościowo

R Realistic realny do osiągnięcia

T Timebound umieszczony w czasie

Pytania pomocne w wytyczaniu celu.

1.Jaki jest Twój cel ?

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2.Na kiedy zaplanowałeś osiągnięcie celu?

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3.Po czym poznasz ,że osiągnąłeś swój cel

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4.Po co chcesz osiągnąć ten cel?

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5.Jak będziesz się czuł po jego osiągnięciu?

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Pytania pomocne w określeniu rzeczywistości.

1.Co do tej pory uczyniłeś ?

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2.Jakie są Twoje osiągnięcia?

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3.Jakie masz dziś zasoby, aby osiągnąć swój cel ?

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4.Jakie możesz napotkać trudności w osiągnięciu swojego celu?

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5.Jak zamierzasz sobie poradzić z trudnościami ?

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6.Kto może Ci pomóc w ich przezwyciężeniu?

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7.Jak teraz się czujesz z celem , który obrałeś?

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Pytania pomocne w określeniu planu działania

1.Jakie działania doprowadzą mnie do celu?

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2.Jak często potrzebuję je podejmować?

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3.Jakie kompetencje są mi potrzebne ?

Kompetencje to (wiedza ,umiejętności ,postawa)

 Wiedza umiejętności postawa

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4.W jaki sposób i kiedy je zdobędziesz ?

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5.Kto może mi w tym pomóc?

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6.Co jeszcze mogę zrobić?

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7.Co zrobiłby (mój autorytet) w tej sytuacji ?

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8.Co zrobię w kierunku osiągnięcia celu w tym tygodniu?

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Pierwszych 10 działań , które podejmę.

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| 8. |
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| 10. |

**8. Zaledwie trzy działania przekładają się na 90% Twoich rezultatów ,oraz dochodów .**

**Gdybyś mógł robić przez cały dzień ;**

**-jedną rzecz**

**-dwie rzeczy**

**-trzy rzeczy**

 **które najbardziej przybliżyłaby Cię do osiągnięcia celu to co by to było ?**

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**Które z twoich działań mają największą wartość ?**

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**Co takiego możesz zrobić Ty i tylko Ty , co , będzie mieć prawdziwe znaczenie dla Twojego biznesu ?**

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