

GROW MODEL

Perhaps the simplest and most common approach to coaching is to use the GROW model.

As the GROW Model image above shows, the name is an acronym for the four key steps in GROW coaching: G-oals, R-eality, O-ptions and W-ill. With a few powerful coaching questions, a leader or coach can quickly raise awareness and responsibility in each area:

G: goals and aspirations

R: current situation, internal and external obstacles

O: possibilities, strengths and resources

W: actions and accountability

The key is to set a Goal which is inspiring and challenging, not just SMART (specific, measurable and achievable in a realistic time frame). Then move flexibly through the other stages, including revisiting the goal if necessary. The final Will element is the barometer of success. It converts the initial desire and intention into successful action.

The GROW approach promotes confidence and self-motivation, leading to increased productivity and personal satisfaction.

GOALS

What do you want to achieve from this coaching session?

What goal do you want to achieve?

What would you like to happen with _____?

What do you really want?

What would you like to accomplish?

What result are you trying to achieve?

What outcome would be ideal?

What do you want to change?

Why are you hoping to achieve this goal?

What would the benefits be if you achieved this goal?

REALITY

What is happening now (what, who, when, and how often)? What is the effect or result of this?

Have you already taken any steps towards your goal?

How would you describe what you did?

Where are you now in relation to your goal?

On a scale of one to 10, where are you?

What has contributed to your success so far?

What progress have you made so far?
What is working well right now?
What is required of you?
Why haven't you reached that goal already?
What do you think is stopping you?
What do you think was really happening?
Do you know other people who have achieved that goal?
What did you learn from _____?
What have you already tried?
How could you turn this around this time?
What could you do better this time?
If you asked _____, what would they say about you?
On a scale of one to 10, how severe/serious/urgent is the situation?
If someone said/did that to you, what would you think/feel/do?

OPTIONS OBSTACLES AND OPPORTUNITIES

What are your options?
What do you think you need to do next?
What could be your first step?
What do you think you need to do to get a better result (or closer to your goal)?
What else could you do?
Who else might be able to help?
What would happen if you did nothing?
What has worked for you already? How could you do more of that?
What would happen if you did that?
What is the hardest/most challenging part of that for you?
What advice would you give to a friend about that?
What would you gain/lose by doing/saying that?
If someone did/said that to you what do you think would happen?
What's the best/worst thing about that option?
Which option do you feel ready to act on?
How have you tackled this/a similar situation before?
What could you do differently?
Who do you know who has encountered a similar situation?
If anything was possible, what would you do?
What else?

WILL AND WAY FORWARD

How are going to go about it?
What do you think you need to do right now?
Tell me how you're going to do that.
How will you know when you have done it?
Is there anything else you can do?
On a scale of one to 10, what is the likelihood of your plan succeeding?

What would it take to make it a 10?
What obstacles are getting in the way of success?
What roadblocks do you expect or require planning?
What resources can help you?
Is there anything missing?
What will one small step you take now?
When are you going to start?
How will you know you have been successful?
What support do you need to get that done?
What will happen (or, what is the cost) of you NOT doing this?
What do you need from me/others to help you achieve this?
What are three actions you can take that would make sense this week?
On a scale of one to 10, how committed/motivated are you to doing it?
What would it take to make it a 10?

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