THE COACHING SCOPE

Use this tool to first assess your client's position (their CAR), then determine if self-discovery based coaching or content-based coaching is needed.

CLIENT APTITUDE RANGE - CAR

Determined by Knowledge, Skill, Confidence & Motivation to Accomplish a Particular Task or Objective

1	2	3	4	5
Limited; I don't know what I need to know.	I know what I need to know, I just don't know it yet.	I know what to do, I am just not good at it yet.	High Level of Expertise; Auto pilot - I know it, I can do it in my sleep.	Mastery; I know it so well that I can teach it to others.

HOW TO COACH THEM

CONTENT BASED
MORE TELLING / LESS ASKING

SELF-DISCOVERY BASED
MORE ASKING / LESS TELLING

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