

Taming the Tongue: Ask, Don't Tell

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SUMMARY: You'll discover how a "Coach approach" to ministry differs from other approaches and will be given an opportunity to learn to listen better. Effective coaching begins with understanding the values and beliefs of those you coach. A coach approach uses active listening, inquiry and feedback to partner with your clients on a discovery journey to uncover possibilities for moving forward and setting goals. Coaching involves helping your clients create a vision, set goals and develop accountability.

➤ **What is Coaching: History**

⇒ Coaches are on a Quest with questions.

➤ **Why all the confusion?**

➤ **What is Coaching: Definitions**

⇒ **International Coaching Federation**

Coaching is a thought-provoking and creative partnership that inspires clients to maximize their personal and professional potential, often unlocking previously untapped sources of imagination productivity and leadership.

⇒ **Keith Webb, Creative Results Management**

Coaching is a series of intentional conversations that empower a person or group to fully live out their calling.

⇒ **Tony Stoltzfus,**

Leadership Coaching: The Discipline, Skill and Heart of a Christian Coach

Coaching is practicing the disciplines of believing in people in order to empower them to change.

⇒ **John Witmore**

A leading figure in the international coaching community. He pioneered coaching in the workplace. He was instrumental in the early stages of the creation of the International Coach Federation (ICF)

Coaching is unlocking a person's potential to maximize their growth.

⇒ **Gary Collins, Christian Coaching: Helping Other Turn Potential into Reality**

Coaching is the art and practice of guiding a person or group from where they are toward the greater competence and fulfillment that they desire.

➤ **What's the Difference?**

➤ **Directive vs. Non-Directive**

➤ **Asking vs. Telling**

⇒ The Disadvantages of Telling

⇒ The Advantages of Asking

- **The 80/20 Rule**
- **How to Listen Better**
- **Listening Practice**
- **Powerful Questions**

My Idea -> Open Questions

My Idea  Open Questions

Closed questions can easily be changed into open questions.
Use What, How, When, Where, & Who questions.

Example:

Closed: Are you planning to borrow the money to do that?

Open: What are your plans to finance that?

Questions to Open Up

1. Are you happy about this decision?
2. Does your supervisor agree?
3. What if you spoke with her directly?
4. Do you learn from books or by talking to people?
5. Is it time for you to make a career move?
6. Could you have a weekly meeting with them?
7. Would Tuesday be a good time to talk?
8. Are you living out your vision?
9. Does your spouse think the same way?
10. Are you going to ask him?
11. Is the economy killing your budget?
12. Could someone on your team help?
13. Did you reach your annual goals yet?
14. Did you have a nice day at school?
15. Is church planting your main thing?
16. Is casting vision the next step for the team?