

The 10 Categories of 99 Coaching Skills Detailed

Level 1 Foundation: Supporting the Client

Category #1—The Coach Supports the Client

23. Empathize	24. Endorse	6. "Be With" the Client	45. Listening For
30. Free-Fall	87. Install Structure	99. Who-Who the Client	81. Standing For
27. Plug the Holes	49. Match the Mood	25. Energy Coaching	46. Love
82. Step-In When Necessary	37. Restore the Integrity	9. Be a Chameleon	98. Wanting For
1. Acknowledgement	32. Getting	91. Unconditionally Constructive	

Level 2: The Coaching Process

Category #2—How to Deliver During the Coaching Session

83. Step Over Nothing	75. Set the Pace	77. Silence	11. Clarify
19. Reduce Expectations	41. Lasering	92. Understate Everything	36. Generate Inquiry
62. Problemize	10. Charge Neutral	16. Contextualize	29. Get the Facts
92. Understate Everything	49. Match the Mood	70. Return to Sender	74. Seques
85. Share a Personal Story			

Category #3—Sensing (Reading) the Client

35. Inkle	38. Intuiting	4. "Be" the Client	
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Category #4—Telling the Client (Giving A Message)

17. Correct the Client	53. Share What You See	54. Have An Opinion	59. Perfect the Present
20. Directing	5. Be A Model	97. Walk Through It With Them	56. Paving
72. Say It All, Say It Straight	50. Messaging (ex. Success Formulas)		

Category #5—Digging Deeper With the Client

26. Upgrade Energy	57. Peel the Layers To Truth	90. Truthing	
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Category #6—Easing the Client (Less Pressure Upon Performing, Giving Relief)

3. Back Off	34. Ignore Something	43. Let the Client Go	12. Clear the Decks
44. Lighten Up the Client			

Category #7—Languaging (Languaging Brings Awareness and Change in the Client's Life)

22. Drawing Distinctions	40. Give the Client Language	39. Labeling	
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Level 3: Making Requests of the Client

Category #8—Promoting Change Within the Client

2. Anchoring	14. Conditioning the Client	93. Unhook the Client	71. Rewire the Circuits
73. Seeding	76. Shifting the Client	42. Leaping the Client	15. Consequence 'Em
51. Modernize	69. Increasing Reserves	84. Stop Tolerating	66. Reframe
63. Pull the Rug Out			

Category #9—The Coach Makes Requests (Sometimes Radical) of the Client

7. The Blitz	67. Refusing	65. Radical Requests	68. Requesting
89. The Edge	88. Take It Away	43. Let the Client Go	21. Double the Goal
8. Bookending	58. Swing the Pendulum	13. Get to the Real Commitment	

Level 4: Directing the Client Toward Action

Category #10—The Coach and Client Design and Implement Plans and Strategies

86. Strategize	94. Values-Basing	48. Manage Client Actions	52. Negotiate
55. Paint a Picture	95. Visioning	33. Give Homework	64. Create a "Quick-Win"
21. Double the Goal	31. Gapping the Goal	18. Create An Action Plan	78. Single Out One Area
79. Single Daily Action the Goal (SDA)			

Another View of the 10 Categories

Level 1 Foundation: Supporting the Client

- ▶ The Coach Supports the Client

Level 2: The Coaching Process

- ▶ How to Deliver During the Coaching Session
- ▶ Sensing (Reading) the Client
- ▶ Telling the Client (Giving A Message)
- ▶ Digging Deeper With the Client
- ▶ Easing the Client (Less Pressure Upon Performing, Giving Relief)
- ▶ Languaging (Languaging brings awareness and change in the client's life)

Level 3: Making Requests of the Client

- ▶ Promoting Change Within the Client
- ▶ The Coach Makes Requests (Sometimes Radical) of the Client

Level 4: Directing the Client Toward Action

- ▶ The Coach and Client Design and Implement Plans and Strategies

The 99 coaching skills are explained in the *Coaching Skills Book* of Coach University (Blue Tab Section A2). The numbering above is supplied by me. The numbers are taken in the exact order in which skills appear in the Coaching Skills Book. The listed skills in each category appear in no special order.

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