

**Établir la relation
avec le client**

La capacité à créer un environnement sûr et favorable qui génère le respect et la confiance mutuels permanents

Écoute active

La capacité à se concentrer entièrement sur ce que le client dit et ne dit pas, à comprendre le sens de ce qui est dit en fonction des désirs du client, et à encourager par cet acte le client à s'exprimer

**Questions
pertinentes**

La capacité à poser des questions qui font ressortir les informations nécessaires permettant d'optimiser le coaching et ses avantages pour le client

**Progression et
approfondissement**

La capacité à identifier et à créer avec le client des actions permettant d'aller de l'avant et d'agir sur les solutions tout en approfondissant l'apprentissage, la redevabilité et la responsabilité du client

Le Coaching En Questions

Rachel Sandford



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