

20-Minute Monthly FAAST Coaching Discussion Sample Questions

“The best coaches do their best work by asking rather than telling.”

FAAST Coaching

Focus the Discussion

Awareness Questions

Acceptance Questions

Next **ST**ep Questions

Questions that **FOCUS** the discussion

- What do you most want to focus on in our coaching discussion?
- I’ve observed you doing XX. For our discussion today, may we focus our energies on how this is working for you?
- What areas of development are most important to you?

Questions that raise **AWARENESS**

- What are your strengths in this area?
- What are your development opportunities in this area?
- How do you think this affects your work with clients?
- What impact do these have on your ability to be successful?

Questions that determine **ACCEPTANCE**

- What impact would changing in this area have?
- How comfortable are you with what we’ve discussed?
- What difference will this change make to your work with clients?

Questions that clarify **NEXT STEPS**

- How will you know that you’ve implemented this change?
- What are you going to do as a result of our discussion?
- When will you be able to implement the changes we’ve discussed?
- What is your “Plan B?”