

Part 3

Adapting your Coaching Style

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How to get the best out of different people....

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match their style

More autonomy
More detail
Get to the point
Prove it
Trust me
Include me
Inspire me
SURPRISE ME
More freedom
Praise me
Be upbeat
Keep me in the loop
Reassure me

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How can you bridge the differences so that you connect?

Harmoniser Get along!	Innovator Get attention!
Perfector Get it right!	Achiever Get it done!

(the clues are in the names!)

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In communication what do they need?

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Perfector Get it right!	Achiever Get it done!

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We don't see things the way they are...

We see things the way we are

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Adaptability

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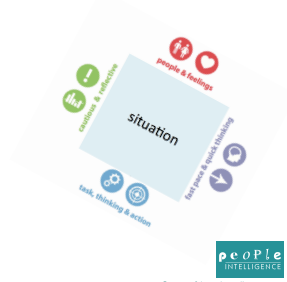
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If you feel frustrated, chances are the other person does too, so, treat it as a signal to adapt:

- the pace
- the amount of detail
- the tone

of your communication

within what's right for the situation



Accompanying materials

