



Integrated Coach Training  
CoachNet Global LLC  
303 Asking Powerful Questions  
Current as of April 2018

# 303 Asking Powerful Questions Syllabus



## Course Expectations and Requirements:

This syllabus describes educational expectations for completing 303 Asking Powerful Questions as a part of the Essential ACC Pathway. If you have questions, please contact Amy Glazer ([amy@coachnet.org](mailto:amy@coachnet.org)/330.936.3768) or Judy Pence ([judy@coachnet.org](mailto:judy@coachnet.org)/216.857.0085).

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## Basic Information:

- 303 Asking Powerful Questions
- Online

## Number of Coach Specific Training Hours:

- 4 x 60 minute class sessions (online)
- CoachNet uses a system called Zoom Meeting for our online training. You can access it through the Zoom Meeting app, or through your browser. You can acquire the link through the website [www.coachnet.org](http://www.coachnet.org) under My Courses.
- One writing assignment (submitted for review by instructor).

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## Instructor's Name:

Jonathan Reitz, MCC  
[jonathan@coachnet.org](mailto:jonathan@coachnet.org)  
440.665.2413

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## Contacting the CoachNet Team:

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## Website Description:

The question is the difference-maker for coaches. No matter the topic or the situation, the skill of asking the right question at the right time to the right person is what masterful coaches do best. There is nothing like hearing your client say "Now THAT is a good question."

The good news is that asking powerful questions is a skill that can be learned. In this course, you'll explore the structure of the most effective questions, learn to assess when to probe beneath the surface of a presenting symptom, develop strategies for trusting your intuition, and discover when to ask an unexpected question.

Your clients will be glad you took this course, especially after they make discoveries that wouldn't have been possible without your questions!

This course covers the following ICF Core Competencies:

- #2 Establishing the Coaching Agreement
- #3 Establishing Trust & Intimacy with the Client
- #5 Active Listening
- #6 Powerful Questioning
- #8 Creating Awareness

Training Language: English

4 - 60 minute sessions

4 coach-specific training hours

This class is a part of the Essential ACC Pathway

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## **Course Objectives:**

The objectives for this course are:

- Learn the difference several types of powerful questions.
- Understand how to ask the right powerful question at the right time.
- Deploy multiple powerful questioning strategies based on client goals and the situation(s) in the conversation.
- Embed powerful questioning as the heart of your coaching.

## **Required Student Resources:**

To successfully complete 303 Asking Powerful Questions you will need:

- A reliable internet connection
- A reliable telephone
- A copy of the 303 Asking Powerful Questions Participant's Sessions Guide
- An email address
- Word processing software to submit final assignments in Microsoft Word format

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## Course Schedule/Outline/Calendar of Events:

303 Asking Powerful Questions follows one of two formats: online for 4 - 60 minute sessions, online for two 2 hour sessions. Both formats include follow up assignments.

303 Asking Powerful Questions begins online 3-5 times per year on average.

### Course Outline:

Session	Class Focus	Follow Up Assignment
1	What is a Powerful Question?	
2	Types of Powerful Questions	
3	Questioning Strategies	
4	Questions as the Heart of Coaching	Journal Assignment (15-45 Minutes)

All assignments must be submitted to the Instructor within 30 days of the final class.

## Criteria for Grading:

303 Asking Powerful Questions is conducted on a pass/fail basis.

You will pass 303 Asking Powerful Questions if:

- You attend the required 75% of live course sessions and participate in class discussions
- You listen to the recordings of missed session
- You submit your writing assignments demonstrating comprehension and application of the material

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## **Suggested Bibliography:**

Reitz, Jonathan. Coaching Hacks. Cleveland, OH CoachNet Global LLC. 2017

Ogne, Steven L. & Roehl, Tim. Transformissional Coaching: Empowering Leaders in a Changing Ministry World. Nashville, TN B&H Publishing Group. 2008.

Reitz, Jonathan. A Theology of Coaching. Cleveland, OH CoachNet Global LLC. 2014

Whitmore, John. Coaching for Performance. Hoboken, NJ Pfeiffer & Company. 1992.

Whitworth, Laura; Kimsey-House, Henry; and Sandahl, Phil. Co-Active Coaching. Boston, MA. Nicholas Brealey Publishing, 3rd Edition 2011.

## **First Taught:**

- January 2017

## **Syllabi on Learning Platform:**

- The downloadable syllabi presented on [www.coachnet.org](http://www.coachnet.org) shall contain the date of last update.