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| **Blended Coaching Terms** | |
| Instructive Coaching | Is an approach in which the coach shares his or her own experience, expertise, and craft wisdom with the coachee by using traditional teaching strategies. |
| Collaborative Coaching | Is appropriate when the coach and coachee have identified a need or problem conducive to shared work that promises to generate powerful learning for the coachee. |
| Facilitative Coaching | Builds self-reflective practice. Builds upon a coachee’s existing skills, knowledge, interpretations, and beliefs. |
| Transformational | Transforms the leader where now actions mirror beliefs, model and inspire others, shapes a positive culture, and develops a common vision/purpose. |
| Responding Behavior – Paraphrasing | Restates speaker’s message  Tests listeners understanding  Tests coaches understanding. |
| Responding Behavior – Clarifying | To gather more information  To gain clarity |
| Assessments | A speech act that is a judgment or opinion. |
| Responding Behavior - Mediating | Produces a shift in thinking  How might he/she react if . . . . |
| Listening Filters | Self-awareness, bias, assessments, dispositions, cultural proficiency, emotional intelligence |
| Rapport | Ability to enter someone else’s model of the world and let them know we truly understand their model |
| Trust | Sincerity, Reliability, Competence, Benevolence |
| Assertion | Speech act that is based on evidence |