The Skills and Competencies of Professional Coaching: – How Can They be Useful to Our Work as Career Coaches?
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Owner of the Inspiration Point

Passionate about raising the bar on quality in the profession of coaching, Cynthia is the Past-President of ACTO (Association of Coach Training Organizations). With over 20 years as a professional coach, she is considered a pioneer in the coaching world.

One of the first to gain the designation of Master Certified Coach from the International Coach Federation, Darst was a founding member of the International Coach Federation (ICF). She was one of the first Front-of-Room Leaders for both the Coaches Training Institute and CRR Global.

A favorite in the coaching world, Darst delivered the opening Keynote for the 2012 Midwest Regional ICF Conference and has been a featured speaker at many conferences.

In December 2013, Cynthia delivered her first TEDx talk on Safe Inside Yourself at TEDxOlumpicBlvdWomen. You can view that webinar at http://www.youtube.com/watch?v=fXSORojaxBc&feature=youtu.be.
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Overview of what we will cover:

1. Professional Coaching
2. Three main coaching tools
3. Challenging Situations

Let’s get started:
Professional Coaching: The ICF (International Coach Federation) Core Competencies

To see the full list of Core Competencies, go to: CoachFederation.org
Three Main Tools:

1) Co-Creating The Relationship
2) Active Listening
3) Powerful Questions
The Consulting Relationship:

Client/Student → Expert/Consultant
The Coaching Relationship:

Client/Student → Professional Coach
What does it mean to really Listen?
Where is your attention when you listen?

- Are you listening to “fix it?”
- When they talk, you are thinking about your expertise, & what you know?
- Are you waiting for them to stop talking so that you can tell them & your ideas?

- Are you listening FOR?
- For what they really want?
- For their concerns and interests?
- For how this individual wants to move forward?
What makes a question “powerful”?

- Short
- Open ended (not Yes/No)
- Usually start with What or How
- Rarely starts with Why
- It is not just information gathering
- It stimulates the curiosity of the client for themselves – they “do the work” rather than you

What do you want?
What would that look like?
What will that give you?
What is important (about this)?
What do you think?
How might it work?
What else?
What’s the first step?
What will you do?
Your turn – Let’s talk about challenging situations

By bringing them to the call we can all learn together
To find out more about Cynthia or coaching go to:

www.theinspirationpoint.com

Thank you!