
DISCUSSION PLANNER

DISCUSSION WITH: _____ DATE: _____

Issue / topic for coaching:

Objectives: What do you hope to accomplish in this session?

Introducing the subject: In a non-threatening way

Questions to uncover reasons: (Background – analyse/evaluate)



Questions to identify problems/consequences:

Questions to create a desire to resolve/seek their ideas: (Solution – speculate)

Restating stating agreed benefits/commitment with tie downs