1. Choose one situation in the boxes and discuss the questions below.



- How do people usually deal with such a situation?
- Would people be more likely to turn to a coach or mentor for help in this situation?
- 2. Read the statement about coaching and mentoring. Then, discuss how this statement explains the difference between the two concepts.

"A coach has some great questions for your answers; a mentor has some great answers for your questions."

- 3. Read the sentences about some possible differences between coaching and mentoring and choose the correct word or phrase to complete each sentence.
  - A. A coach uses tried and tested techniques to help clients **get/take** the most out of their performance, while a mentor offers more personal insights to encourage individuals to live life on their own **conditions/terms**.
  - B. Coaches provide their clients with tools and strategies to help them **navigate/float** through obstacles, whereas mentors prompt their mentees to **steer/stare** clear of mistakes based on their experience.
  - C. While a coach ensures clients **stay/stand** on track with their short-term goals, a mentor encourages deeper reflection on what might be **embracing/holding** them back from achieving long-term success.
  - D. Coaches often know the ins and outs/the inside and outside of frameworks that address particular problems, while mentors provide a broader perspective that helps individuals go/come about their professional growth with confidence.
- 4. Complete the opinions about coaching and mentoring using one word in each gap. Then, choose one you agree with and one you disagree with and explain your position.
  - A. The outrageous cost is often what holds people \_\_\_\_\_\_ from using coaching services because you rarely get the most \_\_\_\_\_\_ of your investment.

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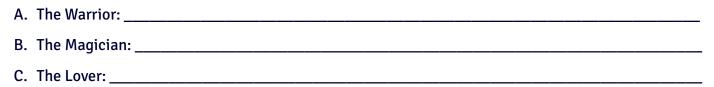
- B. You are responsible for staying \_\_\_\_\_\_ track with your goals and no coach is able to help you if you're unwilling to make the effort.
- C. You don't always need a coach; you just need time and experience to learn to navigate \_\_\_\_\_\_ obstacles.
- D. While you expect a mentor to help you live life \_\_\_\_\_ your own terms, they might be imposing their outdated beliefs on you.
- E. The best thing about a coach is not that they teach you new things, but that they help you steer clear \_\_\_\_\_\_ negative thought patterns.
- F. Mentoring and coaching aren't the only ways to go \_\_\_\_\_\_ professional growth. Reading industry-specific books and attending workshops will help you learn about all the ins and \_\_\_\_\_\_ of your field.

### 5. Discuss the questions.

- What are the most common reasons people turn to coaches and mentors?
- In your opinion, has coaching and mentoring grown in popularity in recent years? Why/Why not?
- Do you think anyone can become a coach nowadays? What skills or qualities are necessary to be a good coach? Do you think you would make a good coach?
- What type of a person typically decides to become a personal coach?
- How can people determine if a personal coach on social media is credible and trustworthy?
- Do you know any famous coaches or mentors? What is the secret to their popularity?
- 6. Watch the first part of a <u>video</u> [https://youtu.be/gBVjPvwK0QM] (to 02:14) about a one-on-one coaching session and complete the sentences.
  - A. Tony started the session with Michelle by talking about business and \_\_\_\_\_\_
  - B. Tony believes that Michelle will achieve her goals but what's important is \_\_\_\_\_\_
  - C. Tony thinks that things Michelle might regret while achieving her goals will be not about business but \_\_\_\_\_
  - D. Michelle thinks Tony is so effective because his approach is \_\_\_\_\_\_
  - E. Tony's goal isn't to help people achieve more, it's \_\_\_\_\_\_
  - F. Michelle embraced Tony's idea about success being 20% operations and \_\_\_\_\_\_

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7. Watch the second part of the <u>video</u> (from 02:15) and make notes on what Tony mentions about each archetype.



8. Discuss the questions.

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- What did you think of the video?
- Would you like to have a mentoring session with Tony Robbins? Why/Why not?
- Why do you think people are willing to pay a lot of money for his services?
- Do you think the advice given in the video might be too general?
- How personal are coaching sessions? Is it appropriate to film and share them publicly?
- Can you coach yourself? Is it possible to do what personal coaches do without their support? What tools or resources might you need?

#### 9. Read about a coaching tool called *Powerful Questions* and do the tasks below.

**Powerful questions** are questions that encourage a person to think about an issue more deeply. They encourage them to take immediate steps to resolve issues they are faced with.

- Think about a feasible goal in one of the categories:
  - health (e.g. do regular check-ups)
  - career (e.g. complete an online course)
  - finance (e.g. save for a holiday)
  - spirituality (e.g. spend ten minutes meditating every day)
  - relationships (e.g. organize a weekend trip with a partner)
  - family (e.g. organize a family gathering at least once a month)
  - personal growth (e.g. read one self-development book a month)
  - social life (e.g. make time to see friends every week)

- In pairs, discuss your goal using some of the questions.
  - What does success look like to you in this situation?
  - What's holding you back from moving forwards?
  - What options do you have that you haven't explored yet?
    How can you make sure you're getting the most out of all the opportunities at hand?
  - What's the worst-case scenario, and how would you go about it?
  - What's one small step you can take today to move closer to your goal?
  - Do you need to know all the ins and outs to start?
  - Have you tried achieving it in the past? What mistakes will you try to steer clear of this time?
  - What can help you stay on track?
  - What qualities will help you navigate through obstacles?
  - How will achieving this goal contribute to you living life on your own terms?

