

The PEC Coaching Model

Partnering

Exploring

Committing

- Establish rapport
- Clarify purpose and expectations
- Identify desired goals
- Establish accountability

- Use insightful questions to:
- Assist with visualizing an ideal state
 - Explore possibilities and alternatives
 - Identify obstacles
 - Identify strategies for overcoming obstacles

- Get the coachee to:
- Commit to goals, actions, and accountabilities
 - Create a roadmap/plan
 - Discuss opportunities to practice new approaches
 - Summarize discussion & next steps