



## Coaching Performance Assessment

**How well do you perform in the various coaching functions?**

**Rate your performance in each of the coaching functions on a 1 to 10 scale**

**1 represents "I need a lot of help" and**

**10 represents "I perform in an excellent manner."**

<b>Coaching Function</b>	<b>Personal Rating</b>
<b>Help employees Clarify Goals</b>	1 - 10
<b>Help employees Develop Action Plans</b>	1 - 10
<b>Help employees Identify and Work through Roadblocks</b>	1 - 10
<b>Help employees with Organization and Time Management</b>	1 - 10
<b>Help employees Maintain Focus</b>	1 - 10
<b>Help employees Achieve a Balanced Fulfilled Life</b>	1 - 10
<b>Challenge employees to Stretch Beyond Comfort Zones</b>	1 - 10
<b>Require employees to be accountable</b>	1 - 10
<b>Provide employees with Unconditional Encouragement</b>	1 - 10
<b>Provide employees with Objective Feedback</b>	1 - 10

In which area would improvement impact your overall coaching ability? Why?

What is the cost of not improving in that area – for you? For your reps?

What can you do to improve in that area?

What will you do? When?

How will you know that you have improved?