

Career Coaching Practicum # 4 – Questions & Case Studies

1. Favorite Coaching Questions for Job Search or Career Exploration

- What are your current favorite Coaching questions?
 - What did you dream about doing as a child?
 - How could you change your current position to align with your values?
 - How could you shape your current position to make align more with the life you want?
 - What parts of your current job do you enjoy?
- [Mentor Coaching page resources](#)
- [Coaching Question Examples](#)
- [Coaching Questions to Help Your Client Who is Feeling Stuck](#)
- [Coaching Questions to Increase Pleasure and Fun](#)
 - Which questions resonate with you?
 - Do you use these or variations of these questions?

2. Case Studies – We will go round robin on each case study. You can pass at any time. We will do several rounds with each case study.

- Ariana
- Barry
- Chris
- Katie
- Vicki

Case Study 1: The client is feeling discouraged. Nothing they try is helping them find a job.

- What questions would you ask?
- What ideas could you offer?
- What techniques could you use to Coach this person?
- What resources would you point them to on the website?
- How would you lead the person through using the resources? – (I need a volunteer)

Case Study 2: The client wants help with how to network to find a job.

- What questions would you ask?
- What questions could you ask to uncover any barriers to success the client may have?
- What ideas would you offer?
- What resources would you point them to on the website?
- How would you go through highlighting the resources – (I need a volunteer)

Case Study 3: Client is working in Human Resources for a large home improvement retailer and wants to move to a new industry, but doesn't know what industry to try to move to or how to do it.

- How would you Coach this person?
 - I'll be the client, take turns Coaching me.

Case Study 4: Sales Example: The client wants engage you as their Coach, but feels that since they are unemployed, they are afraid to spend money on Coaching.

- This is a gray area, because we don't want to encourage people to be fiscally irresponsible, but in almost every case, it's a matter of priorities on how their money is spent.
- What questions could you ask to dig deeper into this objection?
- How would you work to overcome this objection?

Case Study 5: Do you have a Case Study you'd like us to review?

Actions:

- Send me your favorite questions.

For a future session:

- Send me scenarios and case studies for us to work on together.

Next Quarterly Meeting (3/13): Sales Skills – Closing & Upselling and Client Retention

Next Career Coaching Practicum (4/10):

Job Offer Negotiation - Barry

Job Search Stories - Vicki