

# Co-Active<sup>®</sup> Coaching

The Proven Framework for Transformative  
Conversations at Work and in Life



Shannon Kelly, CPCC, PCC, LICSW  
Organizational Coach



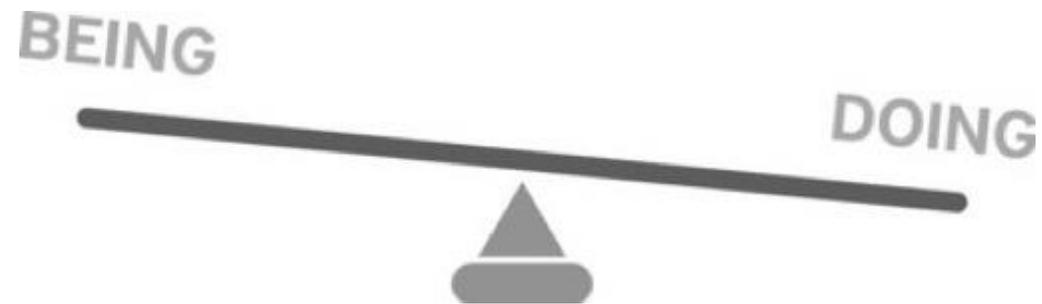
Douglas Peck, CPCC  
Organizational Coach

What are you wanting  
more of in your life?



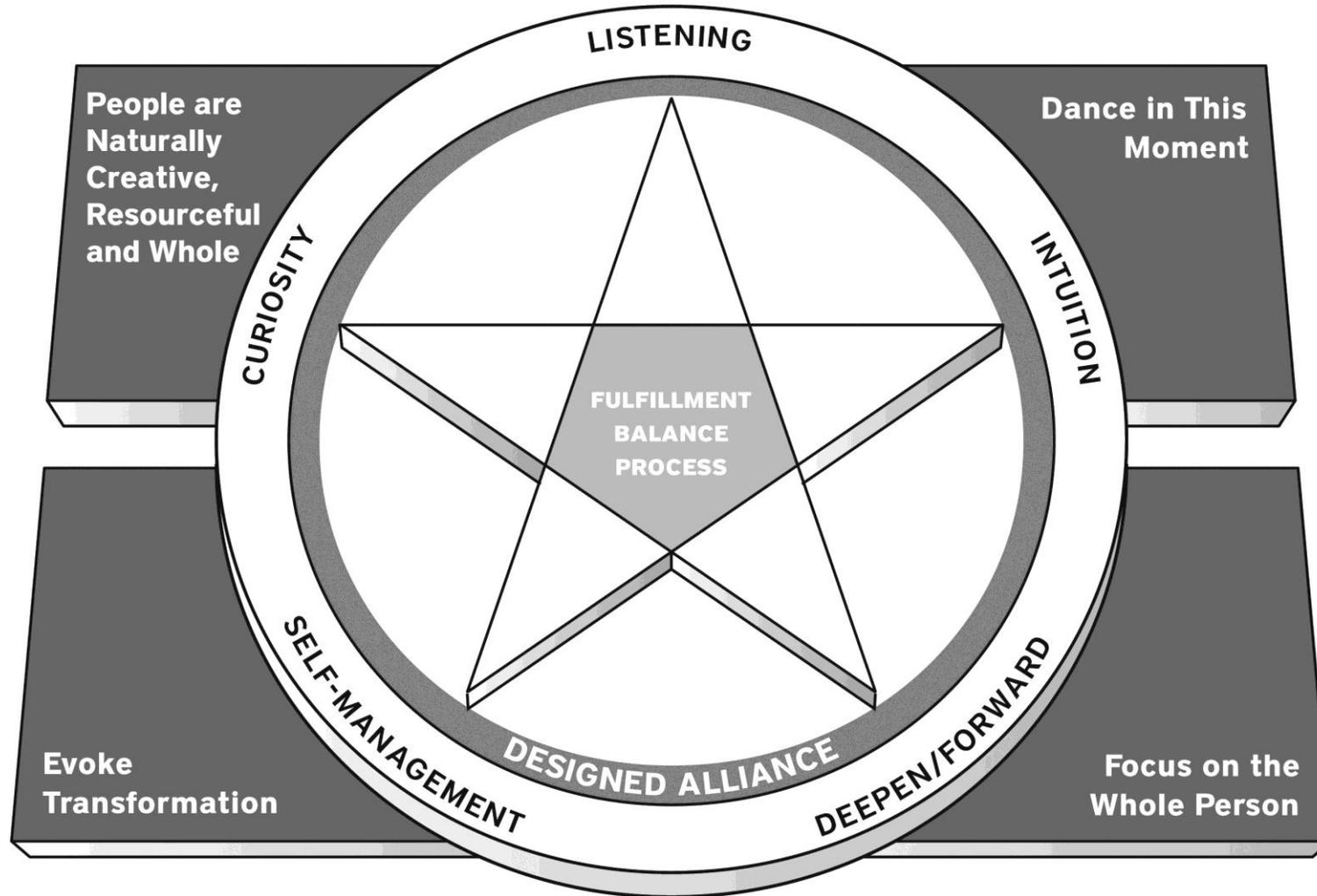
# What to Expect During the Event

- Explore CTI's proprietary Co-Active® model, the source of what the Institute of Coaching at McLean Hospital, a Harvard affiliate, calls the “gold standard of coach training.”
- Explore Co-Active cornerstones that set a transformational foundation for coaching and leadership development
- Experience a live Co-Active Coaching Demo
- Experience the following Co-Active skills:
  - Designed Alliance, Powerful Questions, Levels of Listening, Articulating What's Going On, Acknowledgement, Bottom-lining, Championing and Requesting
- You get to Practice: Have a Coaching Conversation
- Discussion – Question and Answer period



Co-Active<sup>®</sup> Coaching balances two opposite forces of human nature: being and doing.

# The Co-Active<sup>®</sup> Model



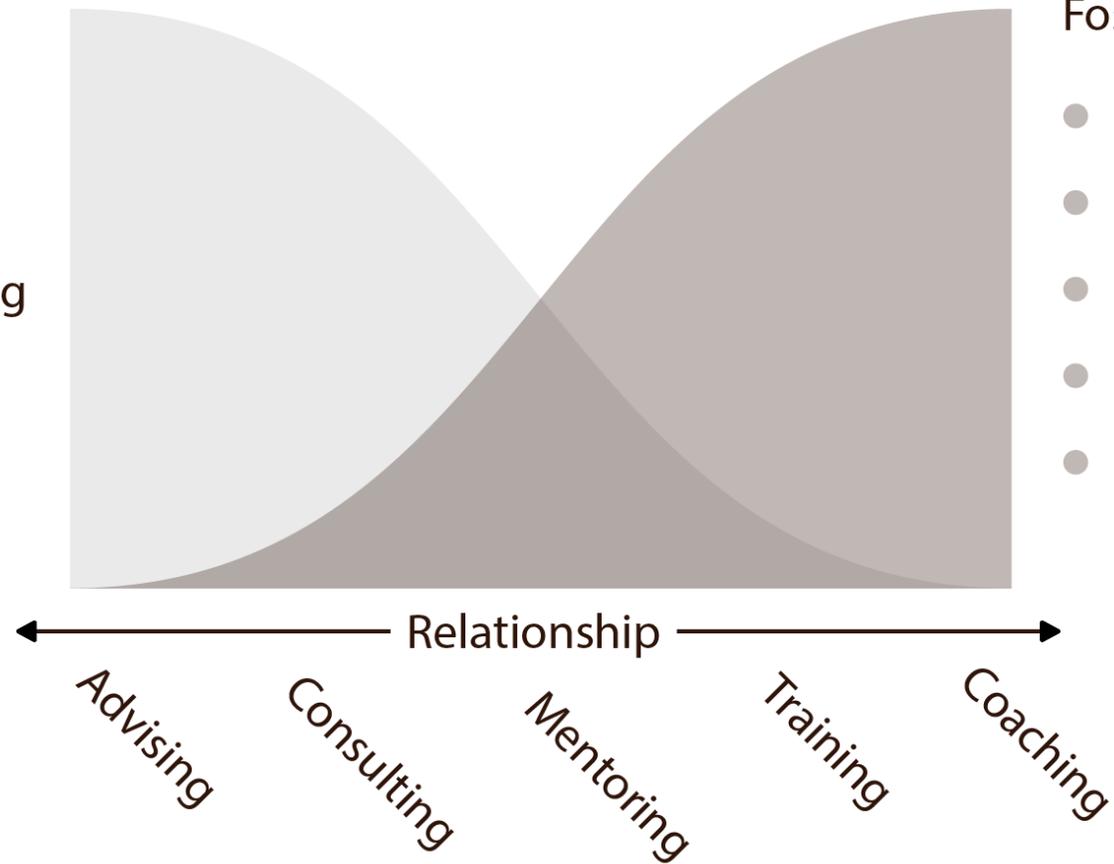
# The Co-Active<sup>®</sup> Model

## Solving:

- Expert knowledge
- Task focus
- Information gathering
- Analysis
- Provide best answer

## Fostering:

- Curiosity
- Asking questions
- Person focus
- Reveals assumptions
- Ideal outcomes



“We do not coach for a problem to be solved,  
we coach for a life to be lived”

– Jim Patterson

# Co-Active<sup>®</sup> Coaching

## Level 1 Listening: **Internal** Listening

- We listen to the words of the other person, but our attention is on what it means to us personally. Receiving information from yourself.

## Level 2 Listening: **Focused** Listening

- Sharp focus on the other person, not much awareness of the outside world. Receiving information from the other one.

## Level 3 Listening: **Global** Listening

- Receiving information from everywhere, you and the other one being at the center of the universe. Greater access to your intuition. Also called environmental listening. Adjusting behavior: performers, actors...





Next steps...

# Interested in even more?

We are so glad you've enjoyed learning about Co-Active.

Text "**COACTIVE**" to **(415) 936-8717** and you'll get even more Co-Active content!

You'll also get a **\$200 credit** that you can use toward enrollment in a **Co-Active Fundamentals** workshop!