
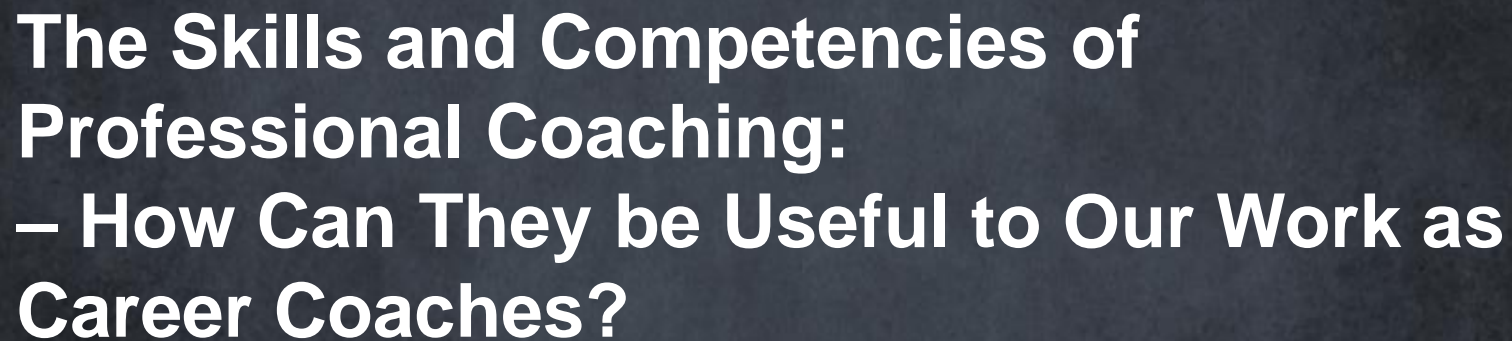



A professional development webinar for
CHEO Career Coaches - 4/28/14

Presenter: Cynthia Loy Darst 



**The Skills and Competencies of
Professional Coaching:
– How Can They be Useful to Our Work as
Career Coaches?**



Cynthia Loy Darst Biograph

Cynthia Loy Darst, CPCC, ORSCC, MCC

Owner of the Inspiration Point



Passionate about raising the bar on quality in the profession of coaching, Cynthia is the Past-President of ACTO (Association of Coach Training Organizations). With over 20 years as a professional coach, she is considered a pioneer in the coaching world.

One of the first to gain the designation of Master Certified Coach from the International Coach Federation, Darst was a founding member of the International Coach Federation (ICF). She was one of the first Front-of-Room Leaders for both the Coaches Training Institute and CRR Global.

A favorite in the coaching world, Darst delivered the opening Keynote for the 2012 Midwest Regional ICF Conference and has been a featured speaker at many conferences.

In December 2013, Cynthia delivered her first TEDx talk on *Safe Inside Yourself* at TEDxOlympicBlvdWomen. You can view that webinar at

<http://www.youtube.com/watch?v=fXSORojaxBc&feature=youtu.be>.

Funded by the U.S. Department of Education



This product was funded by a grant awarded by the U.S. Department of Labor's Employment and Training Administration. The product was created by the grantee and does not necessarily reflect the official position of the U.S. Department of Labor. The Department of Labor makes no guarantees, warranties, or assurances of any kind, express or implied, with respect to such information, including any information on linked sites and including, but not limited to, accuracy of the information or its completeness, timeliness, usefulness, adequacy, continued availability or ownership.

Overview of what we will cover:



Let's get started: 





Professional Coaching: The ICF (International Coach Federation) Core Competencies

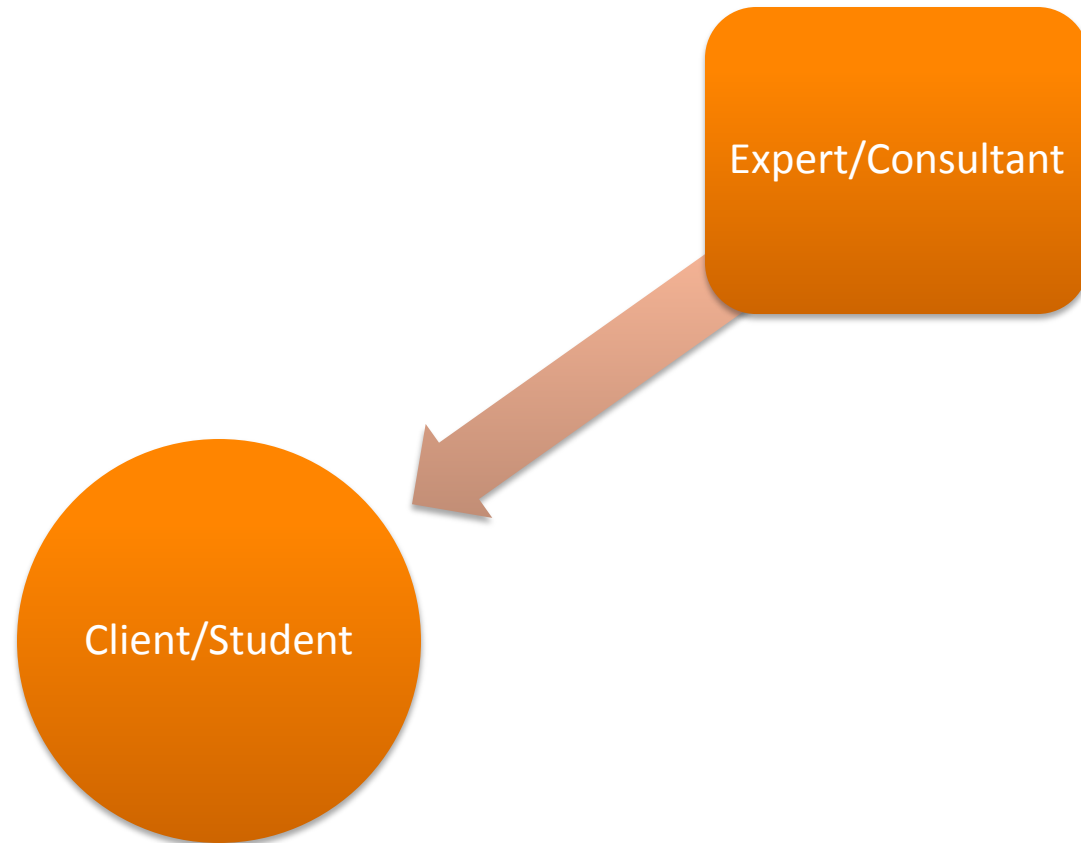
To see the full list of Core Competencies, go to: CoachFederation.org



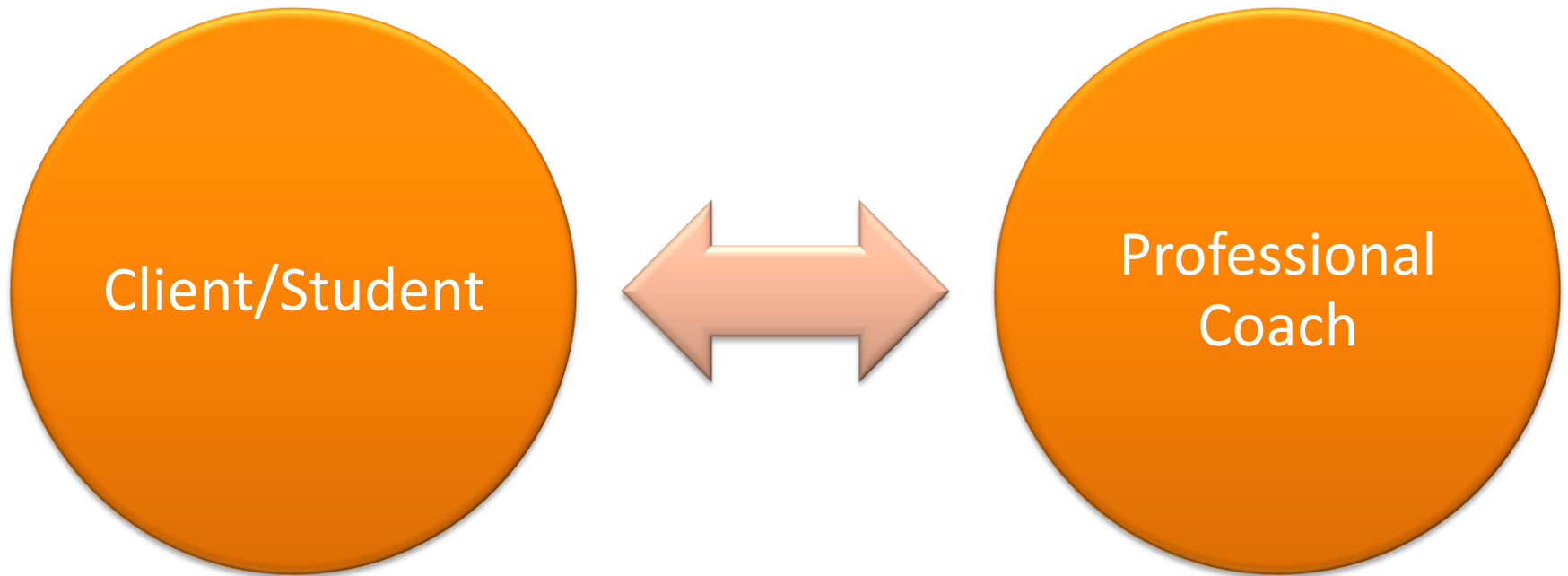
Three Main Tools:

- 1) Co-Creating The Relationship
- 2) Active Listening
- 3) Powerful Questions

The Consulting Relationship:



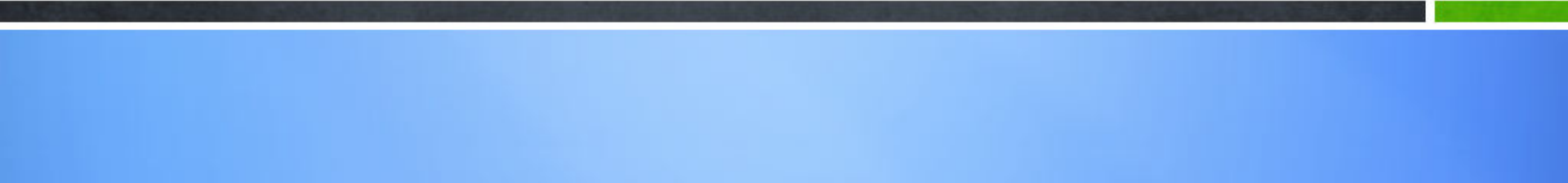
The Coaching Relationship:





What does it mean to really

Listen?



Where is your attention when you listen?

- Are you listening to “fix it?”
- When they talk, you are thinking about your expertise, & what you know?
- Are you waiting for them to stop talking so that you can tell them & your ideas?
- Are you listening FOR?
- For what they really want?
- For their concerns and interests?
- For how this individual wants to move forward?

What makes a question “powerful”?

- Short
- Open ended (not Yes/No)
- Usually start with What or How
- Rarely starts with Why
- It is not just information gathering
- It stimulates the curiosity of the client for themselves – they “do the work” rather than you

- *What do you want?*
- *What would that look like?*
- *What will that give you?*
- *What is important (about this)?*
- *What do you think?*
- *How might it work?*
- *What else?*
- *What’s the first step?*
- *What will you do?*



Your turn – Let's talk about challenging situations

By bringing them to the call we can all learn together

To find out more about Cynthia or coaching go to:

www.theinspirationpoint.com

Thank you!