

Category Quest

An innovative coaching tool that helps coaches
transform their urge to give advice into
powerful questions

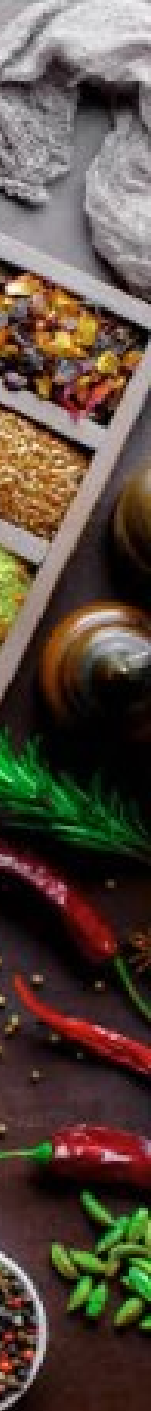
by Matthias Holighaus



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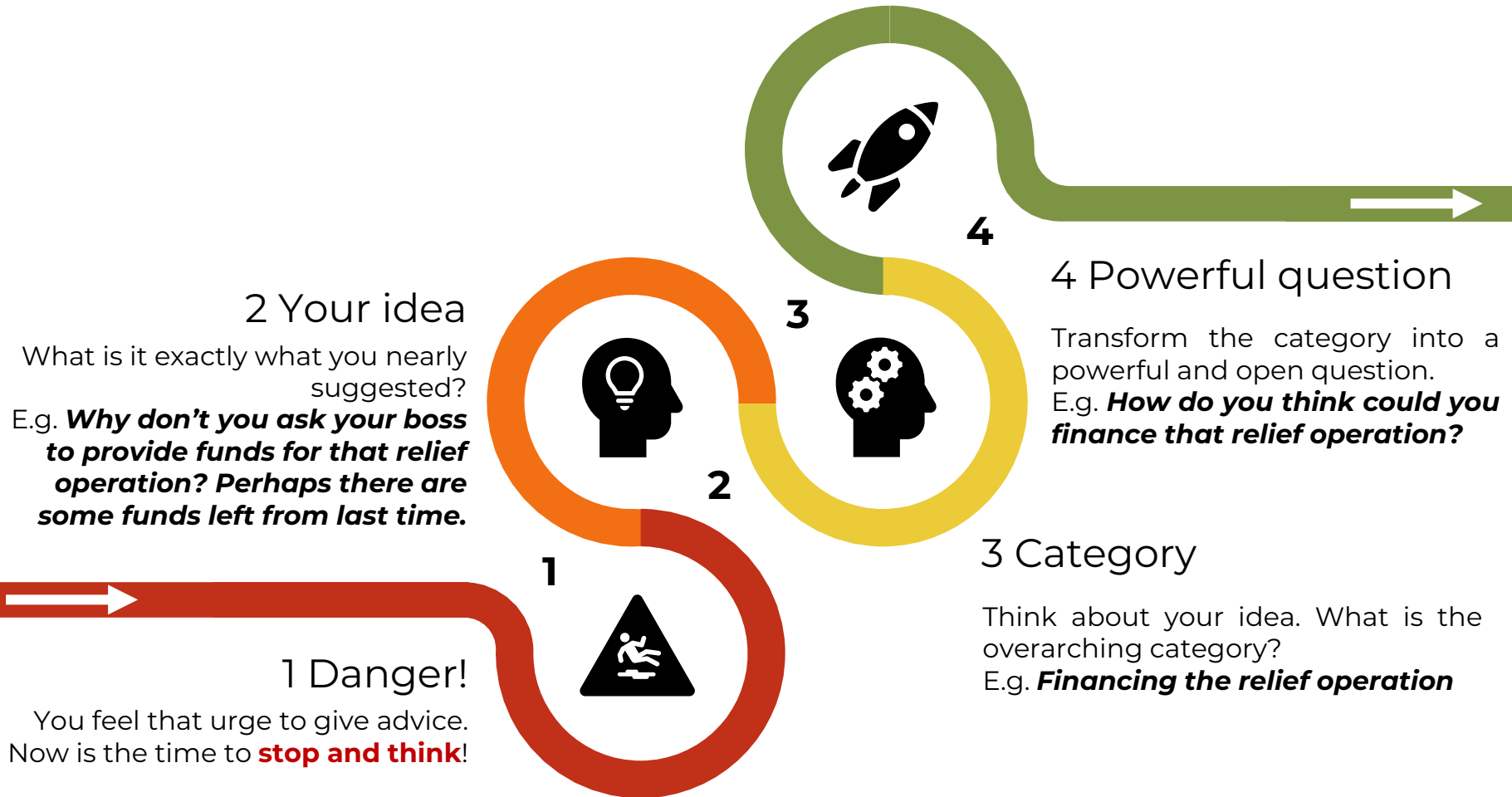
How to use this tool:

1. Familiarize yourself with the basic concept of this tool. Understand that the tool aims to transform your urge to give advice into category-focused questions to empower the client.
2. Listen actively to your client's situation or challenge. Pay attention to any specific recommendations or ideas that come to mind, but remind yourself not to provide direct advice.
3. Identify the category to which the recommendation or idea belongs. This could be a broad category like financing something, getting support, do sports...
4. Craft a question that focuses on the identified category. Formulate an open-ended and thought-provoking question that encourages the client's exploration and reflection within that particular category.
5. Ask the category-focused question to the client. Present the question in a non-directive and curious manner, inviting the client to dive deeper into the topic and consider various perspectives.
6. Give the client time to reflect and respond. Practice patience and active listening as the client processes the question and formulates their thoughts and insights.
7. Encourage the client to explore potential solutions or ideas within the given category. Use follow-up questions to stimulate their thinking and help them generate alternative options or approaches.
8. Support the client towards making their own appropriate decision. Help them integrate the insights gained from the category-focused questioning process.



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Example:



For more information or a no-obligation **strategy call**:

<https://calendly.com/p2p-coaching/info>



Matthias Holighaus is passionate about helping people, teams and organisations reach their full potential. He values excellence, authenticity, sustainability, a servant attitude and genuine listening.

Two decades of international experience in coaching, coaching training (more than 2000 hours), leadership development, change management and organisational analysis summarise his rich professional experience.



"Matthias Holighaus has real coaching skills and a great talent of working out the REAL problems and coming up with individual solutions that come from me and I can therefore implement."

- Tobias K. (Entrepreneur, Cyprus)

