



DAIRY ADVISORY TEAMS

More Coaching Techniques

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- Minimize outside interruptions or distractions
- Face the person you're coaching
- Keep your body language open
- Lean forward
- Maintain good eye contact
- Nod
- Give short verbal responses
- Remain silent for a moment
- Ask open-ended questions
- Limit your use of closed-ended questions
- Paraphrase what the person has said
- Acknowledge the emotions of the person you're coaching
- Occasionally, summarize what you've heard