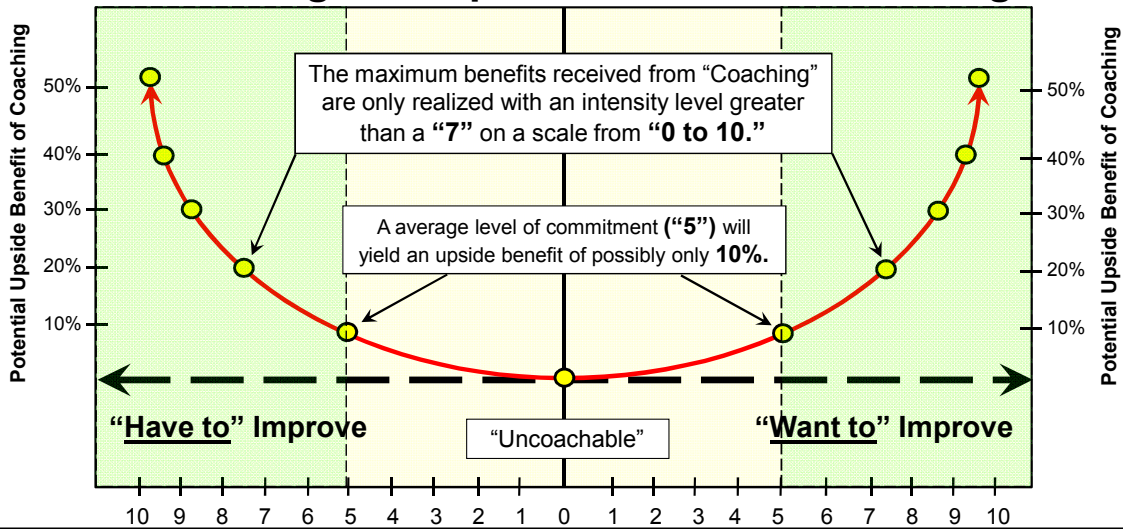


# Coachability Assessment

## Estimating the "Upside Benefit" of Coaching



**On a scale of 1 to 10...To what extent...**

1. Do you respect the person providing the coaching and feedback?

2. Have you completely "bought into" their assessment of your performance and agree with their feedback?

3. Do you agree with your coach's assessment of the upside benefits of improving and the downside consequences of not improving?

4. Are you willing to prioritize the improvement initiatives "at the top of your to-do-list" rather than making the items an "add-on" thing to do?

5. Are you willing to devote significant time everyday to the improvement initiatives?

6. Are you willing to create a written plan with a specific timeline and hard target milestones?

7. Are you willing to consistently measure your performance?

8. Are you willing to meet often with your coach for ongoing coaching and progress reports?

9. Are you willing to go public and announce to others that you are working on your specific challenges?

10. Are you willing to seek additional feedback and/or coaching from others regarding your improvement initiatives?

1	2	3	4	5	6	7	8	9	10
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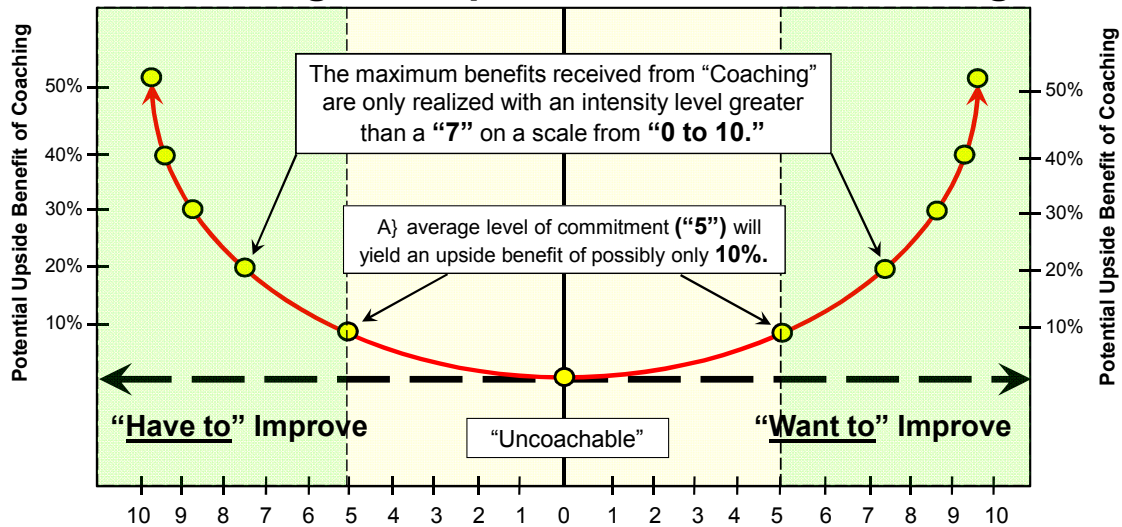
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**Total Points**  
 Divided by 10

# Coachability Assessment

## Estimating the "Upside Benefit" of Coaching



**On a scale of 1 to 10...To what extent...**

1. Does the person being coached respect the person providing the coaching and feedback?
2. Has the person being coached completely "bought into" their coach's assessment of their performance and agree with their feedback?
3. Does the person being coached agree with their coach's assessment of the upside benefits of improving and the downside consequences of not improving?
4. Is the person being coached willing to prioritize the improvement initiatives "at the top of your to-do-list" rather than making the items an "add-on" thing to do?
5. Is the person being coached willing to devote significant time everyday to the improvement initiatives?
6. Is the person being coached willing to create a written plan with a specific timeline and hard target milestones?
7. Is the person being coached willing to consistently measure their performance?
8. Is the person being coached willing to meet often with their coach for ongoing coaching and progress reports?
9. Is the person being coached willing to go public and announce to others that they are working on their specific challenges?
10. Is the person being coached willing to seek additional feedback and/or coaching from others regarding their improvement initiatives?

	1	2	3	4	5	6	7	8	9	10
1. Does the person being coached respect the person providing the coaching and feedback?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
2. Has the person being coached completely "bought into" their coach's assessment of their performance and agree with their feedback?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
3. Does the person being coached agree with their coach's assessment of the upside benefits of improving and the downside consequences of not improving?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
4. Is the person being coached willing to prioritize the improvement initiatives "at the top of your to-do-list" rather than making the items an "add-on" thing to do?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
5. Is the person being coached willing to devote significant time everyday to the improvement initiatives?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
6. Is the person being coached willing to create a written plan with a specific timeline and hard target milestones?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
7. Is the person being coached willing to consistently measure their performance?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
8. Is the person being coached willing to meet often with their coach for ongoing coaching and progress reports?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
9. Is the person being coached willing to go public and announce to others that they are working on their specific challenges?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>
10. Is the person being coached willing to seek additional feedback and/or coaching from others regarding their improvement initiatives?	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>	<input type="radio"/>

**Total Points**  
 Divided by 10