COACHING KATA

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The Five Questions



What is your CHALLENGE?

- ◆ What is the TARGET CONDITION?
- What is the **ACTUAL CONDITION** now?

TURN CARD OVER

- What **OBSTACLES** do you think are preventing you from reaching your target condition?
 - Which *ONE* are you addressing now?
- What is your **NEXT STEP**?

 (Next experiment) What do you expect?
- How can we go and see what we HAVE LEARNED from taking that step?

*You'll often work on the same obstacle with several experiments.

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Because you don't actually know what the result of a step will be.

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- What did you **EXPECT**?
- **What ACTUALLY HAPPENED?**
- What did you **LEARN**?

RETURN TO QUESTION 3



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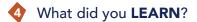
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