



PLEASE SHUT UP

| IDIOT-PROOF COACHING FOR MANAGERS |

EXERCISE: NAME THE SIDETRACK



OK—it's your turn. Imagine you're using our coaching tool with an employee and you start hearing sidetracks. Can you identify the sidetrack you're hearing?

In the 7 videos we're about to play, we want you to listen to each video, right down the sidetrack you hear and what you would say to get the conversation back on track. Don't blurt it out! Just write down which sidetrack it was and what your response is going to be. We'll discuss what you heard and what you think you should say after each one:

1.

2.

3.

4.

5.

6.

7.