

Purpose: To encourage people to share their ideas, feelings and opinions when you are coaching them by probing or challenging them, without it sounding like the Spanish Inquisition.

Directions: When you want more details or further clarification from someone or you want them to work out the merits or weakness of their ideas, solutions or strategy, simple use the TED Phrases.

<p>T</p>	<p>Tell me more about</p> <p>Tell me how this would work in practice</p> <p>Tell me how would you implement this plan</p> <p>Tell me how would you measure success</p>
<p>E</p>	<p>Explain to me how you would do this</p> <p>Explain to me why someone might believe that</p> <p>Explain to me how you reached this conclusion</p> <p>Explain to me the process we would need to implement</p> <p>Explain to me the advantage of this strategy</p>
<p>D</p>	<p>Describe to mewhat the next step would be</p> <p>Describe to me what success might look like</p> <p>Describe to me how you would make that happen</p> <p>Describe to me how you could monitor progress</p> <p>Describe to me the steps you took to reach this decision</p>