

EU-Coaching-project HERMES

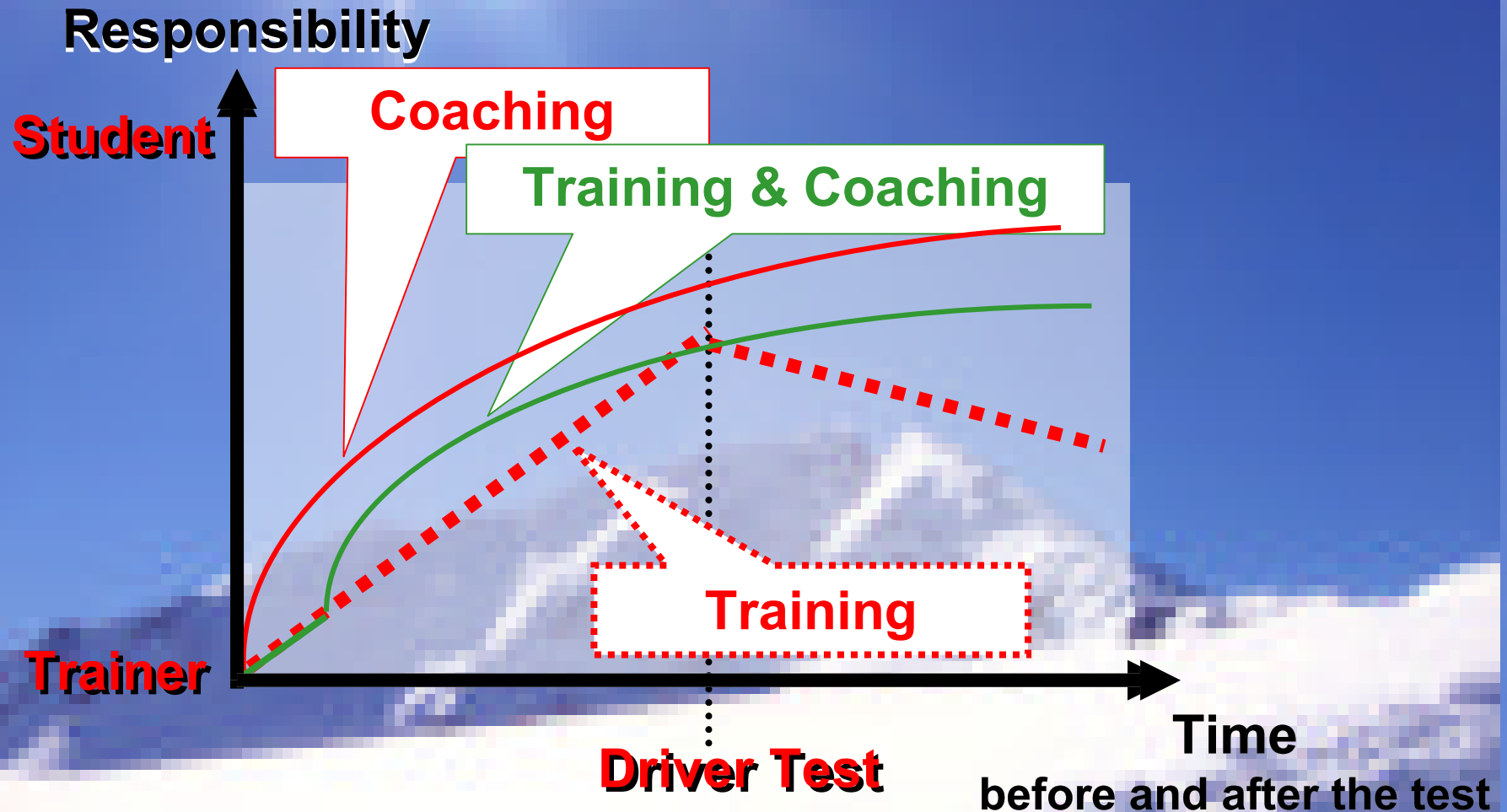
Coaching versus psychological intervention



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Taking over responsibility in driver training

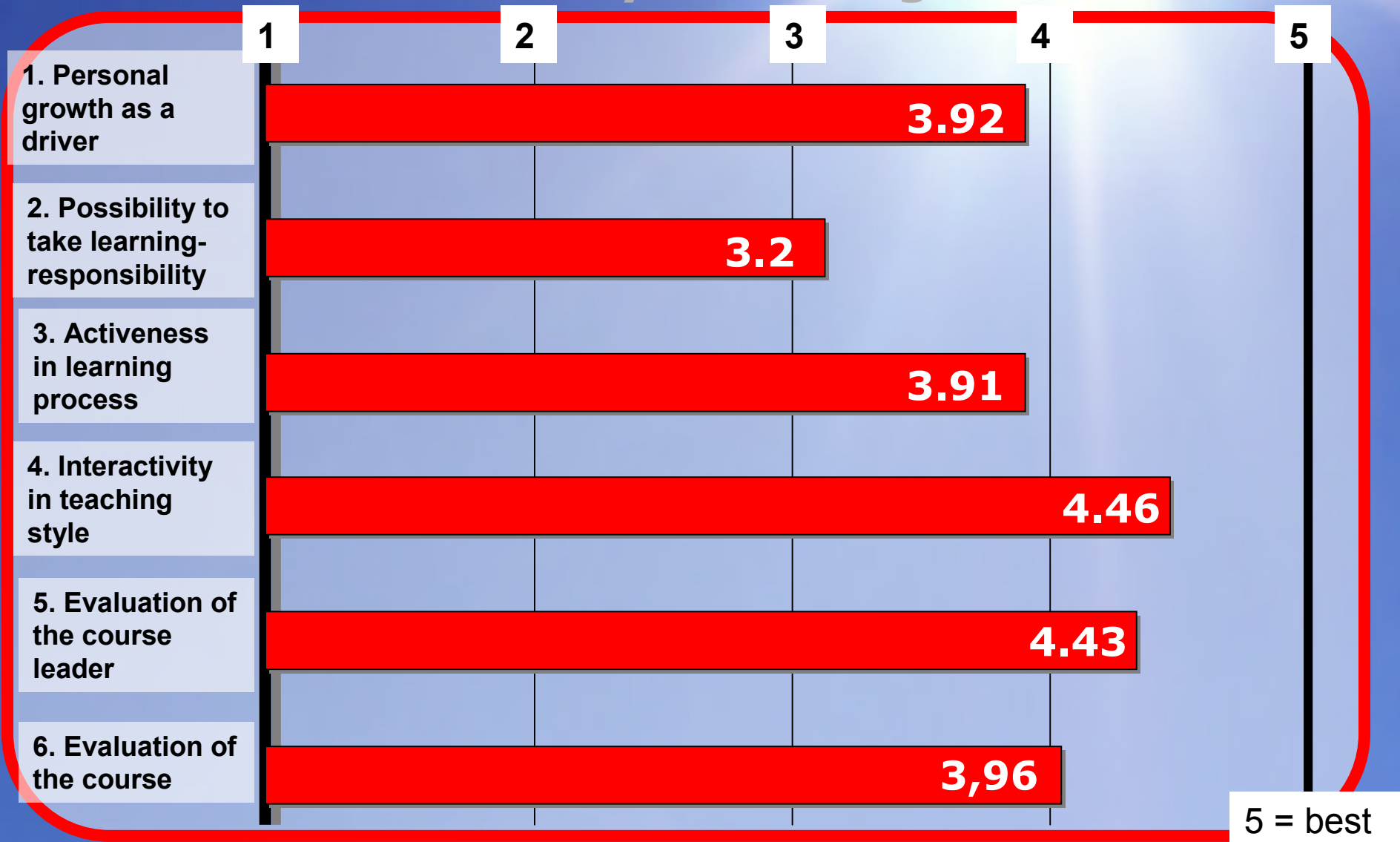


Asking open questions means, I don't know the answer – only the customer knows.

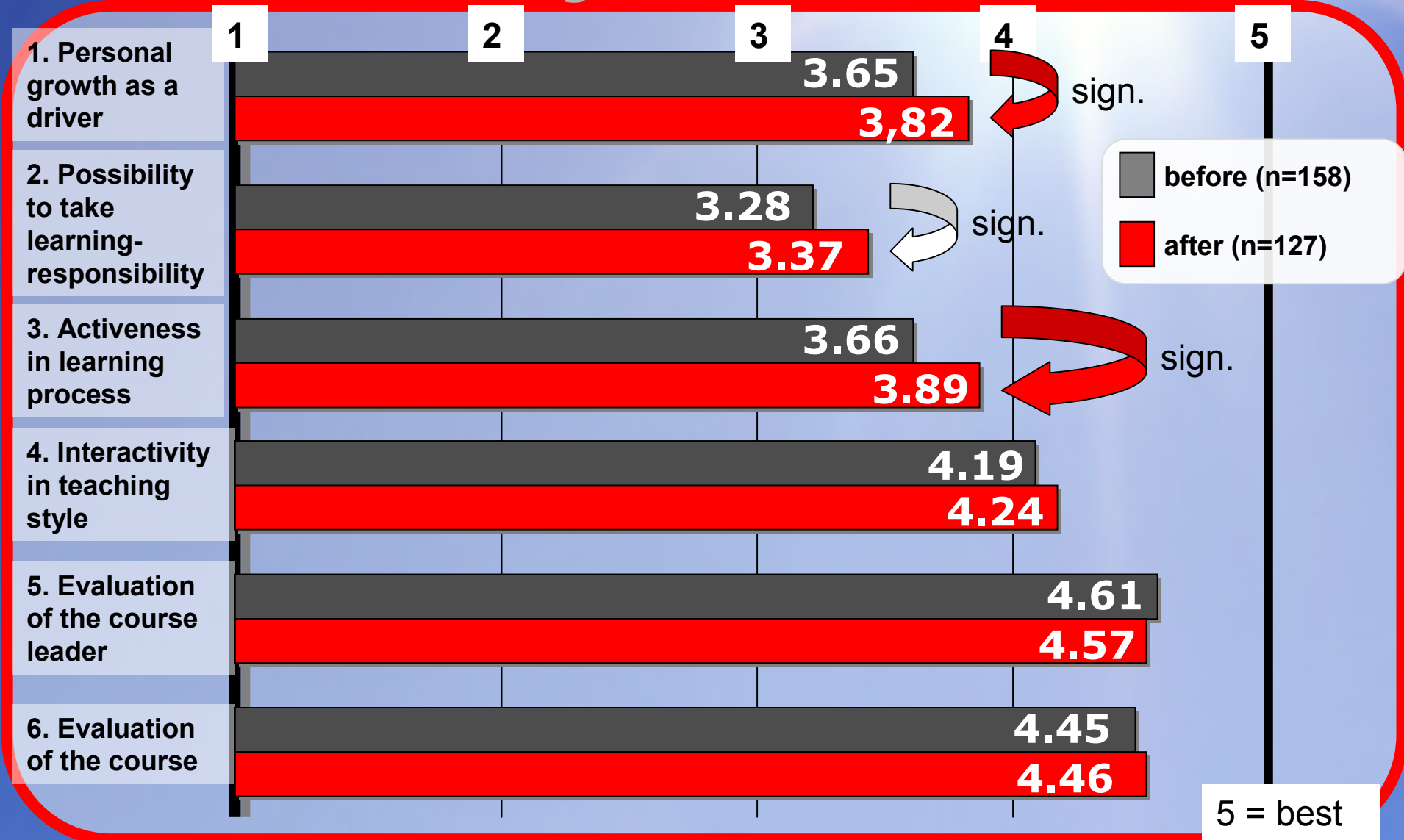
Open questions usually are “W” questions instead of “either – or”, “yes or no” questions etc. (closed questions)

If I know the answer and especially if the answer is already hidden in the question then it is the didactical method of „questioning developing“

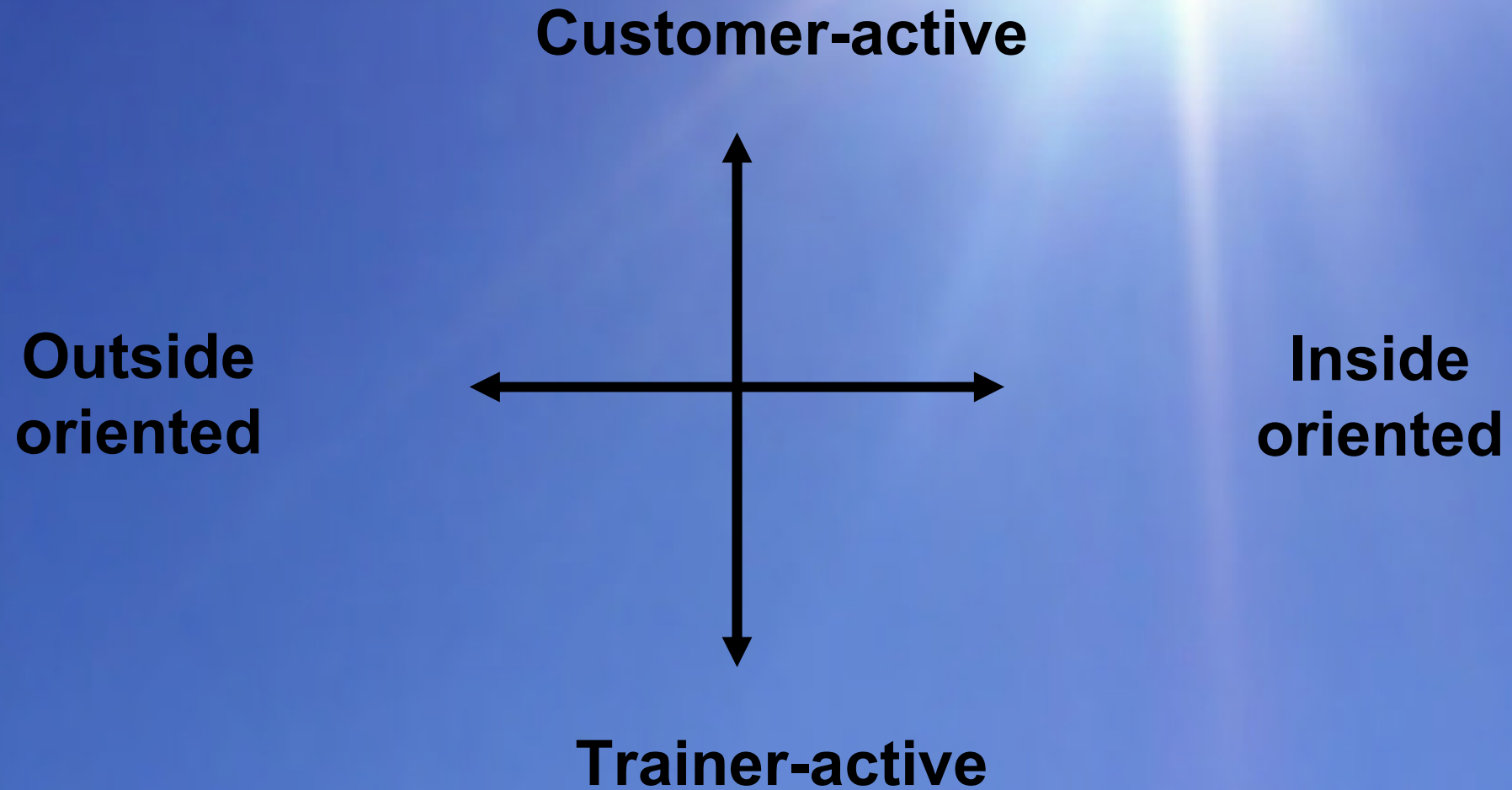
Driving instructors evaluate their 3 + 1 days coaching seminar



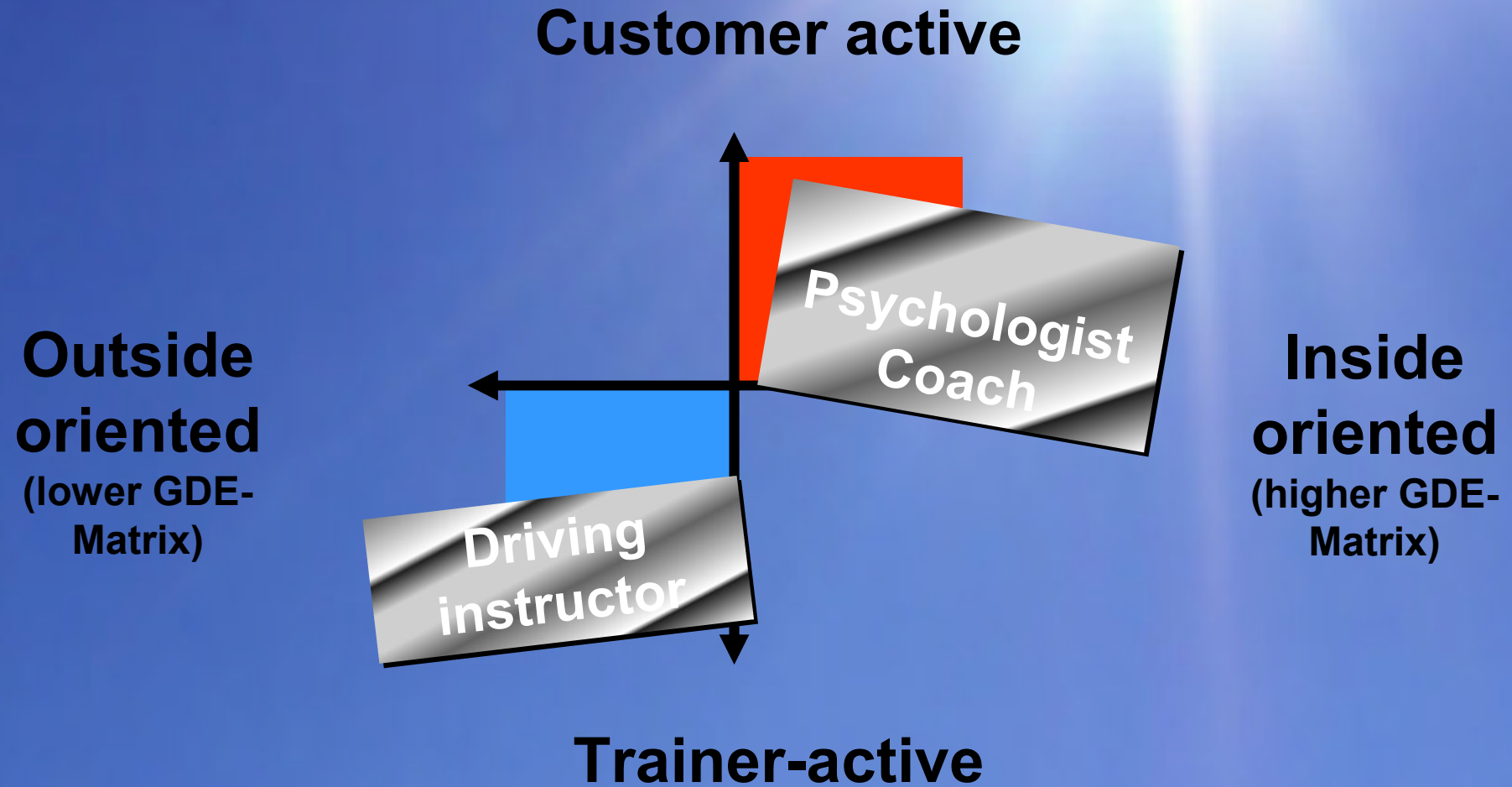
Driving students evaluate their training before and after the coaching seminar for the instructors



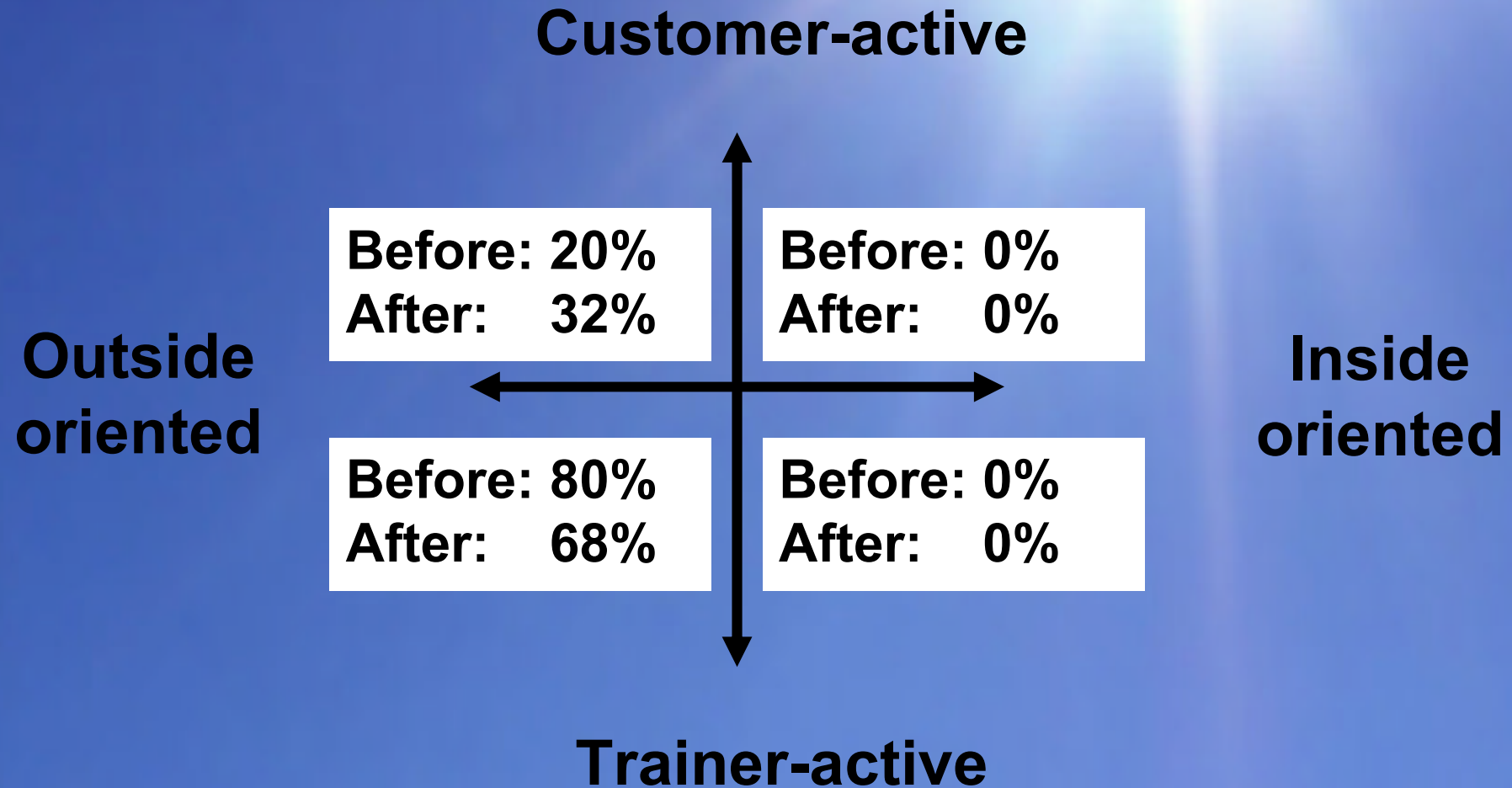
Quadrants of Communication



Quadrants of Communication



Audit results: theory basic driver training



Results: Before and after the 4-days coaching seminar for instructors

	psychologist	coach
Education	years, academic, standardised	months, non-academic, free
Self-experience	usually yes	usually no
Further training	yes	no
Main working field	health–preventive and rehabilitative, traffic, school, research	applied business and sports

	psychological intervention	coaching
Main focus	Entire person with personal biography	performance of a person only
Basic driver training	no	yes
Higher GDE-levels	yes	yes
Prevention	yes	yes
Rehabilitation	yes	no
Heading at	future and past	future only
Method with comprehensive system in background	yes	no, just method
evaluated	yes	no

**psychological
intervention**

downgrade

Coaching

upgrade

pedagogic teaching