

# Highfield Level 5 End-Point Assessment for ST0809 Coaching Professional

## Mock Assessment Materials

### Observation with questions and answers

Advancing learning			
Ref	Assessment Criteria (Pass)	Criteria Met	Criteria Not Met
OB1	Applies a range of coaching models and techniques during the coaching sessions delivering to bring about insight and learning (K12, S12)		
OB2	Work with a coachee to set clear goals, timescales, and outcomes for the coaching session with plans on how they monitor progress towards goals (S2)		
OB3	Summarises roles and responsibilities in the coaching process and the benefits to the individual (S3)		
OB4	Delivers non-directive and non-judgmental feedback that is meaningful to those receiving the coaching (S7)		
OB5	Builds rapport/trust with the coachees, responding appropriately to the coachees personal preference, particularly where they bring a level of relational challenge including adapting style and methods throughout the coaching sessions while ensuring non-dependence (S6, S11, B4)		
OB6	Uses appropriate questioning techniques to identify patterns of thinking and limiting/enabling beliefs and actions (S8, S9)		
OB7	Applies coaching tools and models in their coaching session and justifies how their choices provide clear insight and learning to enable the individual to work towards agreed outcomes (S10, S12)		
OB8	Applies their own values, beliefs, and behaviours, showing how these affect their coaching practice and when they use this to manage their effectiveness in meeting the coaching objectives of both the coachee and sponsor (S15)		

Ref	Assessment Criteria (Distinction)	Criteria Met	Criteria Not Met
<b>OB9</b>	<i>Provides considered justification for why they used particular techniques for the two coaching sessions, and how other coaching tools and models would have provided different outcomes (S10)</i>		
<b>OB10</b>	<i>Contrasts the two coaching sessions and analyses how their personal values may have affected the coachee in their achievement of their goals, and how they will use this knowledge to improve their delivery of coaching sessions in future (S2, S15)</i>		
<b>OB11</b>	<i>Uses advanced questioning techniques (such as open funnelling, framing and probing) when broaching challenging subject areas for example in relation to physiological and emotional state, to raise the self-awareness of those receiving coaching, enabling them to question world views (S9)</i>		
<b>OB12</b>	<i>Uses intuition to deliver feedback in a non-directive and non-judgmental manner that enables new insight in those receiving coaching (S7)</i>		
<b>OB13</b>	<i>Justifies their questioning techniques when following up responses with additional prompts and questions to elicit additional insights from the coachee (S8, S9)</i>		