



COACHING SESSION

Guidelines

Abstract

Coaching sessions' goals are to help you be successful in your job and achieving your business objectives with ease. Don't forget to prepare all your questions and challenges so we can address them during the call.

Client	
Session Date	
Topics	
Attendees	
Coach	

Previous Coaching Session Review

	Business		Tools	
	<i>Challenges</i>	<i>Solution</i>	<i>Challenges</i>	<i>Solution</i>
1.				
2.				
3.				
4.				
5.				

Reference to Training Materials:

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Reference to User Manuals:

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Tools modifications requests & Status:

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Decided Actions and Results Assessments

	Business		Tools	
	<i>Action & Goal</i>	<i>Results</i>	<i>Action & Goal</i>	<i>Results</i>
1.				
2.				
3.				
4.				
5.				

Today's Coaching Session

	Business		Tools	
	<i>Challenges</i>	<i>Solution</i>	<i>Challenges</i>	<i>Solution</i>
1.				
2.				
3.				
4.				
5.				

Preparing our next Coaching Session

Please indicate the Topics you would like your Coach to spend some time reviewing by detailing the topic

Range Management	
Stores Clustering	
Pricing	
Category Management	
Category Performances & Diagnostic	
Promotion Management	
Vendor Management	
CRM Measurements	
Customers Segmentation	
Targeted Promotion	
Others	