

Relationship Building Action Steps for Career Coaches:

- Supportive
- Fair
- Prepared
- Willing to Suggest Alternatives
- Assist with Transitioning

Handout 2: Relationship Building Techniques

- Use motivational interviewing skills by asking, “How did that make you feel?”
- Similar responses must be given to all cohort members. Inconsistency of program information can cause feelings of mistrust.
- Think of group and individual responses before meetings or emotional phone calls.
- Remind participant of personal successes and how he/she can continue on their pathway with different funding sources or choose a new career pathway.
- Listen intently to how a participant feels about recent changes and how he/she will continue on their pathway by making new friends and keep existing friends along the way.