

# Coaching Role

- Provide structure and support.
- Enable candidates to self-generate the portfolio on their own.
- Offer opportunities for inquiry, relying on well-crafted questions.
- Help candidates to sharpen their own problem-solving skills.
- Focus on developing the candidate's critical thinking.

From Keith Rosen 2011

<http://www.allbusiness.com/company-activities-management/sales-selling/6786729-1.html>