



open pivot

Strategic Partners

DISCOVER THE DIFFERENCES BETWEEN A:

COACH

CONSULTANT

FACILITATOR

COUNSELOR

MENTOR



COACHING

a.k.a. **PARTNERING**

A transformative relationship which assists clients to move from where they are today to where they want to be in the future.

Conversational Focus:

Strengths, Weaknesses, Core Values, Current Situation, Developmental and Business Goals

Purpose:

Reach developmental outcomes and or contracted business outcomes



2

CONSULTING

a.k.a. **PRESCRIBING**



A helping relationship which assesses the client's current situation and provides recommendations.

Conversational Focus:

Provide recommendations based on current situation

Purpose:

Assess and provide prescription on what to do next





FACILITATING

a.k.a. **PROCEDURE**

A helping relationship guiding a team or group to reach meeting deliverables through an intentional process.

Conversational Focus:

Activity, steps, and methods — utilizing tools, frameworks, and methodology

Purpose:

Reach meeting deliverables which support company project completion and program support





4

COUNSELING

a.k.a. **PERSPECTIVE**

A helping relationship which assists the client in understanding the past to clarify the present.

Conversational Focus:

Story, pain, family systems, grief, adverse childhood experiences, emotional responses

Purpose:

Bring understanding and healing from the past to inform the present



5

MENTORING

A helping relationship which assists the mentee to reach professional goals.

a.k.a. **PREPARING**

Conversational Focus:

Emphasizes the lived professional experience of the mentor to encourage the mentee

Purpose:

Career guidance, pitfall avoidance, perspective

