

# C-MAPs in Action

## Coaching MAPS Case Study: Anne-Marie Daly, Performance Coach

### Introduction:

**Anne-Marie supports learners to complete their Chartered Management Institute qualifications.**

Completing a qualification through distance learning can be a challenge for some, requiring self-motivation, planning and commitment.

The C-MAP model helps to provide support and focus to learners who would otherwise procrastinate and not achieve their end goal. C-MAP is a simple, but powerful planning tool. Anne-Marie finds that after working through the model with a learner she is able to tailor her support and help them to complete their qualification.

### Summary:

This case study is about how a Performance Coach applies the structured approach of the C-Map model to help others work through situations facing them in the workplace and identify the way forward.

*“Being able to support others using a logical and structured approach is a great way to facilitate their thinking and encourage them to take ownership for their actions.”*

**Anne-Marie, Performance Coach**



## A Structure to Achieve Results:

The C-MAP Model and training courses were very helpful allowing me to explore other ways in which I could support my learners. Initially working through the model myself helped me to see the benefit of then applying it within the Performance Coaching meetings I have.

C-MAPs help my learners to examine the reality of their situation then identify obstacles and the impacts their issue is having. Using well framed questions is key to exploring the issues. This results in the learner thinking about the various options available to them and ultimately committing to how they can move forward. I usually find they know what to do but just need someone to draw out their thoughts and plans!

Coaching is an effective technique that leads to results. As a Performance Coach I maintain regular contact with my learners, providing them with the encouragement they sometimes need to reach their goal.

## Pre-prepared C-MAPs!

*“In addition to preparing my own bespoke C-MAPs I think it’s great that there is a bank of pre-prepared ones that I can use too.”*

*“You don’t have to be a subject expert to help someone work through their issue. The important thing is to be able to ask open questions and listen to their answers. It is so satisfying helping others to come up with their own solutions and plans.”*



Coaching MAPs a project funded by the Erasmus+ programme. The project set out to develop and test a new coaching model called Coaching MAPS. In addition to a set of pre-prepared C-MAPs, there is a handbook and a training course all of which are available in English, Bulgarian, Italian, Dutch and Portuguese.

**For further information visit:**

[www.coachingmaps.eu](http://www.coachingmaps.eu)



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