

Knowing the Differences Between a Coach and Consultant

COACH	CONSULTANT
Leaves you with an understanding	Leaves you with the know how
Coaching pulls out answers from the client	Consulting tells the client what to do
Guides you through the process until you feel confident enough to execute it on your own	Does the task and then leaves you a manual
Building of capacity	Resolve a particular business challenge
Helps clients find their own clarity and answers, and assists them to understand how to move forward in achieving their goals and grow personally	Provides technical and professional advice
Helps the client explore possibilities for themselves that they might not see	Takes the possibilities and provides them with options based on their knowledge and experience
Help you find the answers for yourself	Provide the "right" answers to you based on their analysis of the situation
Develops clients to build to their own potential	Speaks as an authority
They partner with clients to determine the biggest questions they want to explore and create an experience for the client to arrive at their own answers, based on what the client believes will work	Diagnose a problem and make a recommendation based on what they believe is best
Guide the client to see solutions for themselves by asking and not telling	Provide solutions
Answers and solutions are self-generated by a client with the coach as facilitator	Answers and solutions are provided by the consultant as subject matter expert
The focus is on the client, and on helping them tap into their own ability to solve the problems and challenges that emerge in work and life	The focus is on the problem, and the consultant offers up best practices to address the problem
Empowers the client to make their own decisions	Gives expert advice in their field
Client is the expert in their business	Is the assumed expert

