





Frontside

Backside

Coaching Kata

**THE FIVE QUESTIONS**

- (1) What is your **target condition**?
- (2) What is the **actual condition** now *(pause)* and what did you **learn** from taking your last step? 
- (3) What **obstacles** are preventing you from reaching the Target Condition...  and which **\*one\*** are you addressing now?
- (4) What is therefore your **Next Step**... and what do you **expect**? 
- (5) How quickly can we go and see what we **Have Learned** from taking that step? 

Source: The Toyota Kata Practice Guide, 2018, Mike Rother

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- ②
  - What did you plan as your **Last Step**?
  - What did you **Expect**?
  - What **Actually Happened**?
  - What did you **Learn**?

- ③
  - What exactly is the problem / issue?

④





⑤

Deepening Questions



Coaching Kata

**THE FIVE QUESTIONS**

- (1) What is your **target condition**?
- (2) What is the **actual condition** now *(pause)* and what did you **learn** from taking your last step? 
- (3) What **obstacles** are preventing you from reaching the Target Condition...  and which **\*one\*** are you addressing now?
- (4) What is therefore your **Next Step**... and what do you **expect**? 
- (5) How quickly can we go and see what we **Have Learned** from taking that step? 

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  - What did you plan as your **Last Step**?
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Deepening Questions