

- All information in this guide is referenced to the National Standards for Driver and Rider Training.  
[368508 PRN/ADI Information Guide and Responsibilities.](#)



# THE GUIDE *to*

## Questions and Answers.

SELF STUDY MATERIAL / VIA RESOURCES HUB.

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## For *the* Driving Instructor – Knowledge is Power

Essential Guide for Trainee Instructors and Approved Driving Instructors.

Based in Waltham Abbey, UK

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## Guide Information & Question and Answers

The questionnaire is to assess your understanding of the ADI process. But first, you will need to read all the information within attached guide before answering the questions on the following pages. There're are 18 questions in total, and the pass mark is **85% or more**, that is around 15 correct out of the possible 16 to demonstrate that you understand the ADI assessment qualification.

- **Test yourself NOW, and see what, and how much you know about coaching.**

The questions are carefully put together to assess your readiness prior to your ADI 3, or Standards Check test.

- *The reason this guide was created, is to ensure we understand what we are doing, and why we are doing it. Many trainees often know what they're teaching, but don't understand the theory behind it, so this guide should give a much clearer understanding to the world of coaching.*

**This Guide has Useful References from Reliable Sources:**

- National Standards for Driver and Rider Training
- G.R.O.W model, by Author, Sir John Witmore
- SMART. George T. Doran, a consultant and former director of Washington Water Power Company.
- (SBI) Model was developed by the Centre for Creative Leadership (CCL).
- Carl Rogers (1902-1987), an American psychologist and co-founder of humanistic psychology, is the author and pioneer of the client-centered approach, which was developed in the early 1940's and 50's.

Q. 1 Why is it important to use arrange of questioning techniques at the start of a lesson for a new pupil?

*(Select 3 answers)*

1. It allows the trainer to know a “starting point” at which the lesson should start
2. It builds relationships and rapport
3. Removes barriers
4. Allows the pupil to know when to book their test

Q.2 At partly trained stage, why should you avoid the “telling method”?

1. Does not allow the learner to think or reflect on their performance and own actions
2. They will know everything
3. Because the lesson will be too easy, and they won't learn
4. It demotivates learning and adds no value to their learning

Q.3 When may you need to adapt the lesson?

1. To address a need
2. Every time a driving fault is committed
3. When it suits the trainer-coach in question
4. When the is bored

- What is defined as a learner “need”?  
*(Explain in your own words)*

Q.4 What does the “S” stand for in the SBI Framework?

1. Specific
2. Situation
3. Stipulation
4. Surety

Q.5 Explain an “Observed Behaviour”, in your own words?

Q.6 What is meant by the term “shared responsibility”?

1. **Facilitate roles and responsibilities between learner and trainer**
2. Learner gets out the car and observes the trainer-coach manoeuvre
3. Sharing the hand-controls
4. Sharing the road

Q.7 Explain the difference between a goal and a need in your own words?

Q.8 What are the consequences of giving the incorrect remedy to a situational driving fault?

1. The fault or situation will keep re-occurring
2. Demotivation
3. Increased awareness
4. Reduces risk

Q.9 In the SMART routine, what does the “M” stand for, and how will you apply this in your training delivery?

*(write in your own words)*

Q.10 According to **national statistics**, what percentage of trainees fail the part 3 test due to not Adapting the Lesson Plan to work towards a need?

1. 65%
2. 60%
3. 49%
4. 80%

## The GROW Model

Our live video recording of the GROW model is now available on the Learning Resources Hub of our website, where you can find useful information and a step-by-step guide in to how GROW is widely used in the world of coaching.



Website Address: <http://www.option2drive.co.uk>, login screen, and create an account to see video in the Learning Resources Hub.

Q.11 In the GROW video, how many actions are there to create an effective action plan?

1. 4
2. 6
3. 7
4. 10

Q.12 In the GROW Video, what is meant by “SWOT analysis”?

1. Strengths, weaknesses, opportunities, threats
2. Specific, when, opportunities and threats
3. Specific, weaknesses, opportunities, threats
4. Situation, weaknesses, opportunities, threats

Q.13 Goals should be simple, clear and to the point. Why is this?

*(select 2 answers)*

1. To avoid overwhelming the learner
2. Because they are learners and not potential driving instructors
3. Because too many tasks at once can lead to failure
4. Because it's easy for the learner

Q.14 Road traffic collisions are accountable for many distractions. What can we do as trainers to ensure we keep distractions to a minimum when needing to discuss a complex situation?

*(select 2 answers)*

1. Park safely to gain learner retention
2. Keep questions short and to a minimum
3. Put the radio on to give the learner comforts
4. Don't speak at all regardless of if they struggle with a certain aspect of driving

Q.15 Why is it important to establish a “route cause” of a problem?  
(select 2 answers)

1. To come with the correct remedy to a problem
2. Goes deeper into the behaviour and minds of the client
3. Shows how good of a trainer you are
4. It shows the lesson was positive

Q.16 What is meant by the term, “Actioning Phase”?

1. It is a behaviour change intervention
2. Its words are of most value
3. It helps with an Action Plan
4. It makes your actions better than others

Q.17 How many competencies are you assessed on, during your ADI part 3 test?

1. 21
2. 17
3. 31
4. 81

Q.18 What are the benefits of a client focused model?

(select 2 answers)

1. Adopting this approach is key to your learner’s success in meeting their need
2. Address any weaknesses within their ability to complete something to a competent standard
3. Meets goals much earlier
4. Makes the learner feel their thoughts and feelings are valued

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**Answers:**

Q.1 = 1,2 and 3

Q2. = 1

Q3. = 1

Q.4 = 2

Q.5 = N/A

Q.6. = 1

Q.7 = N/A

Q.8 = 1,2

Q.9 = N/A

Q.10 = 1

Q.11= 3

Q.12 = 1

Q.13 = 1,3

Q.14 = 1,2

Q.15 = 1,2

Q.16 = 1

Q.17 = 2

Q.18 = 1,4