

Applying the Strategies

Work with a partner to practice forming good reflections and questions in the engaging, focusing, and evoking tasks. You will read short client statements and then develop responses for each. For some of these scenarios, you may need a reflection first to get you into the question. Since this is good practice in coaching, feel free to do that here.

You may not see a specific target behavior (needed for evoking), so you may have to infer. Thumb back through this and previous chapters to recall different types of reflections and questions. We provide sample responses in the first scenario.

1. *I've been feeling a bit off with my energy and health in general. I feel more and more that coffee is not good for me, and it's really affecting me negatively. So, I would love to see if I could stop drinking it.*

Engaging

- A. You're pretty sure coffee isn't good for you.
- B. Tell me more about what it's like to be "off" with your energy. (Open question)

Focusing

- A. It sounds like you may have tried to quit drinking coffee before. Tell me what you know about what works for you. (Reflection, open question)
- B. It seems like you might want to explore ways to stop drinking coffee. Would this be a good way to spend our time together today? (Reflection, closed question)

Evoking

- A. If you were further down the road, say in 6 months, what would the ideal version of this look like?
- B. On a scale of 1 to 10, with 10 being extremely important, how important is it to you to stop drinking coffee?

2. *It's just because I used to have a lot of energy, and then 7 years ago, I got chronic fatigue, and I was so tired. It affected everything about my life, like my relationships, my joy in life, and my work. And although I have been able to come out of that, I've never really been the same. And I feel like everything is a bit difficult when you have no energy. I want to have more energy, enjoy life more, and be present for my loved ones. You know, I think it affects everything when you're tired of being sick and tired. It's tough because I used to be very energetic and very lively. But I feel like maybe in the first part of my life, I overdid it and burned the candle at both ends.*

Engaging

- A.
- B.

Focusing

- A.
- B.

(continued)

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Evoking

A.

B.

3. *So, the problem is I wake up, and I love to have coffee at the bar because I'm Italian, and in Italy, there's this culture of life at the bar. I wake up, go to the bar, have coffee, and journal and write; it's like my moment. And that's why it's been so hard for me to give it up because I feel like if I give it up, I can't go out and write in my journal. And so, I'm really upset, you see, it's like I've tried to have tea, but it doesn't work as well. If I have more than one cup, it makes me really nervous and very uncomfortable. It's drying my skin out. It's been a while since I've wanted to give it up, but it's such a joy of mine.*

Engaging

A.

B.

Focusing

A.

B.

Evoking

A.

B.

4. *I did try to get off it, and I was successful for 10 days; that was my maximum. The first 3 days were hell. I was angry and very unpleasant to be around. But then, I felt great. I feel like I have a double-edged sword; the sword is, like, on me, cutting me.*

Engaging

A.

B.

Focusing

A.

B.

Evoking

A.

B.