

CLIENT

LIFE COACH WORKSHOPS, INC.

REQUIREMENTS

Create a visual script for a 5 minute course module based on the provided course material.

CONTENT PROVIDED

Powerful Questions

1. Elements of Powerful Questions
2. Silence
3. Questions to Use
4. The Effect

- Ability to ask questions that reveal the information needed for maximum benefit to the coaching relationship and the client.
- Quality questions are the life blood of the coaching partnership.
- Asks questions that reflect active listening and an understanding of the client's perspective.
- Asks questions that evoke discovery, insight, commitment or action (e.g., those that challenge the client's assumptions).
- Asks open-ended questions that create greater clarity, possibility or new learning.
- Asks questions that move the client toward what they desire, not questions that ask for the client to justify or look backward.

SCRIPT: POWERFUL QUESTIONS

ELEMENTS OF POWERFUL QUESTIONS

Jonas Salk, the first Doctor to successfully develop the polio vaccine, is quoted saying, “What people think of as the moment of discovery is really the discovery of the question”. Discovering and asking Powerful Questions in your coaching, requires the unique ability to ask questions’ that reveal known and unknown information within the client.

As children, we grow up being congratulated for having the right answers, but we’re rarely celebrated for asking powerful questions. As a coach, the idea of a “right answer” isn’t the goal. There is no one-size-fits-all in life coaching. You want your clients to be authentically introspective – you support their journey by asking Quality Questions. These questions arise by your own ability to actively listen and understand your client’s perspective.

You challenge your client’s assumptions by asking powerful questions that require discovery, insight, commitment or action. Remember, your goal is to support your client and assist them in moving forward and toward their own personal desires. Avoid questions that evoke your client to find justification or retreating to their past. You do this by asking open-ended questions – giving your client the opportunity to gain a greater clarity, to see possibilities and understanding with their own lives. Such questions invite your client to look inwardly; not only with their minds, but this engages their heart, soul, and intuition – to see the familiar through a different lens and a new perspective.

Asking powerful, quality questions is a skill – a skill that takes time and practice to develop and master. Part of this skill, is developing a natural curiosity. As your client walks through their journey of exploration and self-discovery, your role as coach should not be focused on becoming an expert of your client’s life. On the contrary, explore by adopting a child-like curiosity of our client’s life. Be a learner – an observer. This is where natural curiosity really benefits your client.

Curiosity doesn’t lead, it follows. Follow your client’s journey by avoiding yes or no questions, don’t lead them down the path that seems logical; allow them to have the space to answer your questions and find their own way. Be patient. Don’t stack questions one on top of another. Ask them the what, the where and the how – but be cautious of using why questions. Though why questions, when used correctly, can be helpful to your client when identifying their feelings. But keep in mind, why questions can also feel accusatory, so try to use them sparingly. Remember, your role is to ask questions to the benefit of your client’s goals and desired outcomes – leading them to a deeper awareness. As a life coach, you want to help your clients gain greater and broader knowledge and understanding of themselves.

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SILENCE

So, what happens when your curiosity leads your client into silence? Nothing. Get comfortable with a bit of silence. This allows your client the space to ponder the question. Also, give yourself a silent pat on the back – silence means the question had an impact – allow that impact to do its work. It may be tempting to break the silence, rush in and rescue your client from their own thoughts. Don't. Remember what you've already learned in this course: your client does not need rescuing. They need their coaches' support as they experience a deeper awareness and internal breakthroughs.

QUESTIONS TO USE

When your client states their concerns and what they'd like to work on, consider this an open door to ask Powerful Questions!

Here's a few examples:

- *What does that mean to you?*
- *That's what you don't want, what do you want?*
- *How can you get more of what you want?*
- *What's next?*
- *What is important to you?*
- *What did you learn?*
- *What is possible?*

You may be wondering, what do I do when the client is silent for too long, or they're giving the impression that they're done sharing? What do I do next? Ask more Powerful Questions!

- *Tell me more?*
- *Why is this important to you?*
- *Why do you feel that way?*
- *Is there anything more that you would like to say about that?*
- *Is there more information?*

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THE EFFECT

By asking questions, your coaching session is directed by the questions and not by you. For example, asking the question to tell me more will often reveal a wealth of information that your client may have previously kept out of your session or felt it was insignificant to mention. If you start to feel your role of asking and listening isn't helping, relax – you don't need to give suggestions or advice to be of great significant help to your clients. As your listening and asking questions your client is doing the work and subsequently making life changing shifts. Each question to your client invokes an inward and invisible spiral for the client. They are going into a deeper discovery of their own challenges, issues and understanding that they want to get clear about. This may be shown outwardly through a display of various emotions that may come with tears, laughter or, even long moments of silence. This is awesome!

This is a win for your client and, for your role as a coach. By you holding space and believing the best for your client – your collaboration, presence and authentic connection is allowing your client to reach their intended coaching desires.