**Solution Focused Coaching Model Summary**

**GOAL**

# Step 1 – Discover the Goal Discover the What

Q. What do you want to achieve? What do you want to work on?

# Discover the Why

Q. If you were to accomplish that, what difference would that make?

# How will we know progress is being made? (How can I best help them?)

Q. How will you know later that this session has been helpful? How can I best help you within the next 90 days?

**REALITY**

# Encourage Problem-Free talk (what’s going well)?

*I know a little about your problem, but before we discuss it further, I would like to find out a bit more about you as a person. What are your interests & hobbies? Tell me about your family.*

Solution Talk

* Tell me about the times when this problem was a little bit better?
* How did you do it?
* What were you doing differently during those times when things were a little bit better?
* How confident are you that something can be done about this?
* When you have tackled this kind of problem before and what was the most helpful?
* What skills and resources did you discover then?

# Step 2

***Miracle Question:***

*“Suppose that tonight you go to bed and go to sleep, as usual. During the night a miracle happens, and your problem vanishes. The issues that concern you are resolved, but since you are still asleep, you don’t know that the miracle has happened.*

*When you wake up tomorrow, what will be the first things that will tell you that the miracle has happened? How will you know that the transformation has occurred?”*

According to You (Client):

* How will you know it occurred? What’s different?
* What are you doing?
* What will you be saying?
* Who will be in the room?
* What will be the nature of the activity?

According to Others:

* How will others know? What are they doing?
* What will they notice is different about you?
* How will your children know the future perfect has happened?
* What else is happening?
* How are people responding?
* What are you doing?
* What are others doing?
* What else is happening?
* How are people responding?

**REALITY/OPTIONS**

# Step 3 – Discover what’s Already Working

Q. When does the future perfect happen? Even a little bit?

# Exception Questions

* Can you think of any other times, either in the past or in recent weeks, when you didn’t have the problem?
* What’s different about the times when the problem doesn’t occur?
* What would you say you are doing differently during those times?
* What would have to happen for that to occur more often?

**Coping Question** (Use if client cannot find a time when problem was less severe)

With all that has been happening in your life lately, I’m wondering how you’ve managed to get through it each day?

# Step 4 – Discover Where the Client is Now Scaling

Q. On a scale of 0-10, with 10 being the overall outcome or future perfect and 0 being absolutely no change at all, where would you say you are?

What have you done so far to get to that number? Or why did you say 3 rather than 0-2? If your client is sensitive to “why” questions, you could alternately ask: “What makes your present functioning a three and not a two?”

# Recent Successes

* What is the highest position on the scale in which you have been recently? or
* When has it ever been higher?
* What was different then? or
* What did you do differently?
* What worked well in what you did?
* Describe the different changes you will notice as you move up each number on the scale.

# If Zero or 1 on the Scale

If 0, tell me when it has been a bit higher? …Follow this up with coping questions, such as:

How do you cope when things are so difficult?

You can also affirm and empower the client with statements such as: “I look at how well you are doing in the face of this challenge and I really admire how resilient you are.”

**WRAP-UP / WAY FORWARD**

# Step 5 – Affirm, Acknowledge, and Empower

Summarize and affirm what’s going well for the client

# Step 6 – Goal Setting and Action Planning Confirm Goal

Q. Now that you have a clearer vision, what would you say your overall goal is?

# Action Planning

Q. What’s one thing you can do this week to move you toward your goal?

# Ways of BEing to assist in achieving the goal

Q. Who do you need to be to achieve your goal?

Q. What does this quality or characteristic look like to you?

# Identify facilitators (support system, resources, etc.) to assist the client on his/her journey

Q. Who or what can you use as leverage to ensure you follow through on your commitment?

# Step 7 – Obstacles

**Identify obstacles to achieving the upcoming tasks or starting a new habit**

Q. What do you see as a possible obstacle to achieving your upcoming tasks for the week? Or what you see as a possible obstacle to starting this new behavior/habit? (If needed, help client with a step or plan to combat that obstacle.)

# Step 8 – Create Commitment

**Use the scale and assess the commitment level**

Q. On a scale of 1 to 10, how committed are you to starting this new behavior or tasks this week? If client says anything below a 10 ask “What would it take for you to move up to a \_\_?”

# Create affirmations

Q. What’s one statement you can affirm and confirm daily that will move you toward your goal?