

8 GREAT COACHING QUESTIONS ABOUT MINDSET

Here are great questions to help you reveal into your client's mindset:

PERCEPTIONS

1. Describe what you are noticing about the situation?
 - What about this interpretation is helpful in exploring it? Not helpful?
 - How could you look at it more openly?
2. If you were to look at this situation through the eyes of (the other person, an outside party, the company, etc.) what would they observe?
 - How does this perspective change your thinking about the situation?
 - What would be the advantage for you in adopting this thinking?

BELIEFS

3. What do you think is true about the situation you are facing?
 - What gives you the confidence that this is so?
 - What would happen if you questioned this belief?
4. What is your capacity to handle this?
 - How have you handled a similar situation in the past?
 - What do you already know that would help you in this situation?

EXPECTATIONS

5. What would you like to see happen for this situation?
 - What is the likelihood of that occurring?
 - What would be the most positive way to handle this?
6. What do you anticipate the outcome of this (decision, action, thinking, etc.) will be?
 - What is your evidence that is what will happen?
 - Are there other possibilities?

ASSUMPTIONS

7. What is leading you to the conclusion that is the one option you have?
 - If there were more than one possibility, what would that be?
 - If you couldn't pursue that option, what would you do?
8. When things like this occur, what always happens?
 - Under what circumstances do you think something different might occur?
 - What other potential outcomes might there be?

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