

# COMPARE THE APPROACH

## THE COACHING MINDSET AND APPROACH

### #1. THE TRADITIONAL APPROACH:

Watch a consultation using the traditional approach <https://youtu.be/8yseGFbARgg> and note your observations below.

- DID THE CONSULT FEEL CLIENT CENTRED?
- WHO DID MOST OF THE TALKING?
- HOW MUCH DID WE LEARN ABOUT THE CLIENT?
- HOW ENGAGED WAS THE CLIENT?
- WHO CAME UP WITH THE SOLUTIONS/PLAN?
- WHOSE AGENDA WAS BEING MET?
- WAS THE PRACTITIONER OPEN AND CURIOUS?

### #2 THE COACHING APPROACH:

Watch a consultation using the coaching approach <https://youtu.be/JS5QbtaEsrl> and note your observations below.

- DID THE CONSULT FEEL CLIENT CENTRED?
- WHO DID MOST OF THE TALKING?
- HOW MUCH DID WE LEARN ABOUT THE CLIENT?
- HOW ENGAGED WAS THE CLIENT?
- WHO CAME UP WITH THE SOLUTIONS/PLAN?
- WHOSE AGENDA WAS BEING MET?
- WAS THE PRACTITIONER OPEN AND CURIOUS?

### #3. COMPARE THE APPROACHES

Which consultation is more efficient? Which consultation is more likely to result in the client taking action?

# THE COACHING APPROACH

THE PRINCIPLES THAT UNDERPIN HEALTH COACHING

**#1: Your thoughts:** The traditional approach vs the coaching approach

**#2: Your insights :** the principles underlying the coaching approach

**#3: Your insights :** Surprises or challenges about health coaching?