

# Coaching Questions

*With Steve Nobel*



***It is better to ask than to tell!***

## **Questions can serve many purposes:**

- To create connection with the client,
- Help them regain connection with themselves,
- To gain insight and see the bigger picture,
- To clarify current state/situation vs. desired state/situation,
- To explore possibilities
- To identify familiar patterns,
- To “drill down” for deeper meaning,
- To create helpful strategies,
- To redirect or expand the course of the conversation,
- To hold clients accountable/monitor progress.

## **Differing kinds of questions with examples:**

Open Questions rather than closed which have a yes/no response. “What work would you love to do versus do you want to quit your current job? If money were no obstacle, what would love to experience?”

Cause and Effect Questions explores repeating patterns. “When or where have you have seen this happen or come up before in your experience?”

Evaluating Questions help a client start to compare and contrast information, preferences or options. “What do you imagine would be different about living in London compared to New York?”

Exploring Questions such as “If you could change one thing what would that be? Can you say more about that?”

Polarity Questions explore the differing sides of a situation. “What is working well? What is not working so well?”

Challenging Questions such as “How long are you willing to stay stuck in this situation? How much more of your time and energy are you willing to give this? How true to yourself are you being in this situation? What is putting this off costing you right now? What is stopping you from doing that right now?”

Shift in Viewpoint such as “What would you tell a friend in the same situation?”

Envisioning Questions such as “What is the best possible outcome you would like? What would it feel like to follow that idea and just do it? What is the bigger picture?”

Somatic Questions such as “What do you feel about that? What is your gut/heart telling you right now?”

Wisdom Questions such as “What if you were to know the answer, what would that be? Tune in and ask, what does your inner wisdom/Highest Self have to say about this?”

Time Questions such as “How long have you been putting up with this? How much time do you need to complete this? When was the last time you feel in balance?”

Follow-Up Questions such as “How does that feel? How does that look to you? How does that feel to you? How does that sound to you? Does that feel in alignment with you?”

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