

Asking Powerful Questions

Most of these questions could come up at varying points in a conversation depending on what serves that client in that conversation. This is not intended as a roadmap of when to ask them, but rather as a sampling of open questions.

ENGAGING

- What brings you in today?
- What's on your mind today?
- What is the one thing you want to make sure we talk about today?
- What is the reason you made the appointment for today's coaching session?
- What stuck with you from our last session?
- What questions, if any, do you have about your current health issue?
- What would you like me to know about what you and the provider discussed?

STRENGTH-BASED QUESTIONS

- What is going well for you today?
- What has been going well since we talked last time?
- What is one positive step you have taken this week?
- When you think of people who know you well, what would they say is something you do well?
- What is the greatest success you have experienced in your life?

SETTING THE AGENDA

- What would you like to focus on during our time?
- What is important to you that we discuss today?

- By exploring ____, what kind of outcome would be most helpful for you today in coaching?
- What does the ideal around this [be specific] look like for you?

TRANSITIONING: “TEST THE WATER” QUESTIONS

- Where does that leave you?
- What happens next?
- What’s the next step?
- What changes, if any, are you thinking about making?
- What are you willing to do?
- Based on our conversation, what are you going to do?
- What changes would you like to make?
- What will it take for you to make changes?
- How ready do you feel to create a plan around this?

EVOKING CHANGE TALK QUESTIONS

- What else?
- What would need to happen?
- What is the best thing you could do to stay healthy?
- What helps you stay healthy?
- What helps you remember to take your medications?
- What was it like when your health was better?
- What makes you think you need to make a change?
- How would you like things to be different?
- If you could make one change, what would it be?

EXPLORING QUESTIONS

- What needs to happen for you to think about changing?
- What do you know about diabetes?
- What might you consider doing?
- What would it mean to you to make this happen?
- What are your perspectives around that?
- What might need to be different in your life for you to think about change?
- What are some new possibilities that you haven't considered before?
- What would life be like if you were to make these changes?
- If everything stayed the same, what would life be like in the next six months?

STRENGTHENING CONFIDENCE TALK

- What success, even little ones, have you had changing this in the past?
- When in your life have you made up your mind to do something and done it?
- What can you commit to that which we discussed today?
- As you leave today, what is one thing you will begin doing?

HELPING A CLIENT PROCESS CLINICAL FEEDBACK

- What do you make of this information?
- What do you think of your results?
- What do these numbers mean to you?
- Are these numbers surprising to you? In what way?