

# The Solutions Focused Coach

Focusing on solutions

How?

**Relate**

**Engage**

**Scale**

**Track**

**Assured** = confident, resilient, self-motivated

When you've only got a **hammer**



everything

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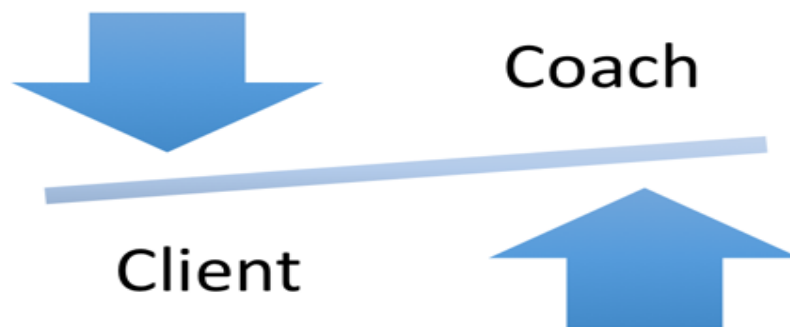
## Problem Focused

- Individual = the problem
- Find the deficit?
- What's gone wrong?
- Analyse past problem
- Expert professional
- Repairing harm

## Solutions Focused

- Individual = the solutions
- What strengths?
- What's going right?
- Describe preferred future
- Expert child
- Strengthening success

**Relationship:** empathy, by sharing confidence and respect  
(Awareness of power = positioning)



## Who's in control?

- Aim of therapy, coaching, teaching, behaviour management = behaviour change
- People rapidly read the beliefs/intentions of others first and act accordingly (amygdalae activated). Makes for either engagement or avoidance ('Talk to the Elephant' Righteous Mind – J Heigt).
- SF coach believes client is resourceful, successful and hopeful learner; client perceives Coach as non-judgemental (unconditional positive regard). Activates an immediate response of approach and engagement, makes available the potentials to pursue and achieve challenging goals.