

# Compassionate Listening Questions

## Chapter 4: Coaching

Questions are a way to help you focus less on yourself and your agenda while focusing more on your clients and their needs. In fact, one way to level up your coaching immediately is to spend about 80 percent of your time asking questions and listening, and 20 percent guiding or giving instructions.

Here are a few examples of the kinds of questions we use every day, questions designed to improve our listening skills, to better hone into client needs, and pave the way for giving advice without triggering client resistance.

### EXAMPLES

#### Exploring questions

- What things are important to you, and how does exercise and eating fit into this?
- What sort of things would you like to accomplish in your life?
- What would you like to see change?
- If things were better with your eating/exercise, what specifically would be different?
- What have you tried? What worked and what didn't?

### EXAMPLES

#### Imagining questions

- Imagine you can X (your goal). Describe your experience.
- Imagine you are already doing more of X. What would that feel like?
- Imagine that you have the body and health you desire. What exactly did it take for you to achieve it?
- If you weren't constrained by reality—let's imagine for a minute that absolutely anything is possible—what might you . . . ?

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#### EXAMPLES

##### Solution-focused questions

- In the past, when were you successful with this, even just a little bit? How could we do more of that?
- Where in your life have you been successful with something like this?
- Did you learn any lessons that we can apply here?
- Where is the problem not happening? When are things even a little bit better?

#### EXAMPLES

##### Change-evoking questions

- In what ways does this concern you?
- If you decided to make a change, what makes you think you could do it?
- How would you like things to be different?
- How would things be better if you changed?
- What concerns you about your current exercise and eating patterns?

#### EXAMPLES

##### Statements that act like questions to validate feelings

- I get the sense that you may be struggling with . . .
- It seems to me like you're feeling . . .

These activities and worksheets are taken from the book **Change Maker**: Turn your passion for health and fitness into a powerful purpose and a wildly successful career by John Berardi, PhD.

Check it out at: [www.changemakeracademy.com/book](http://www.changemakeracademy.com/book)