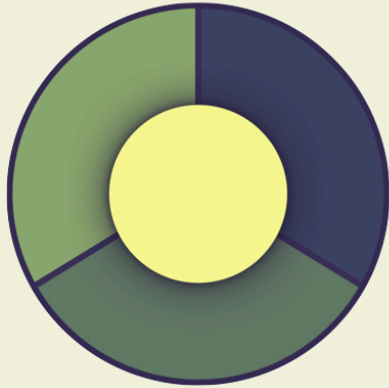
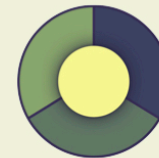


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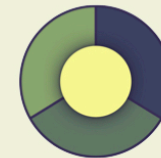
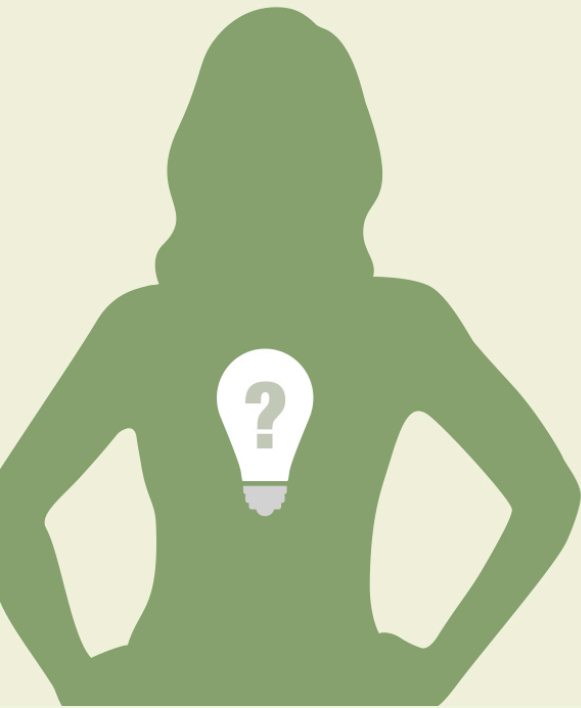
Question with Confidence



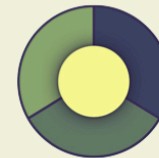
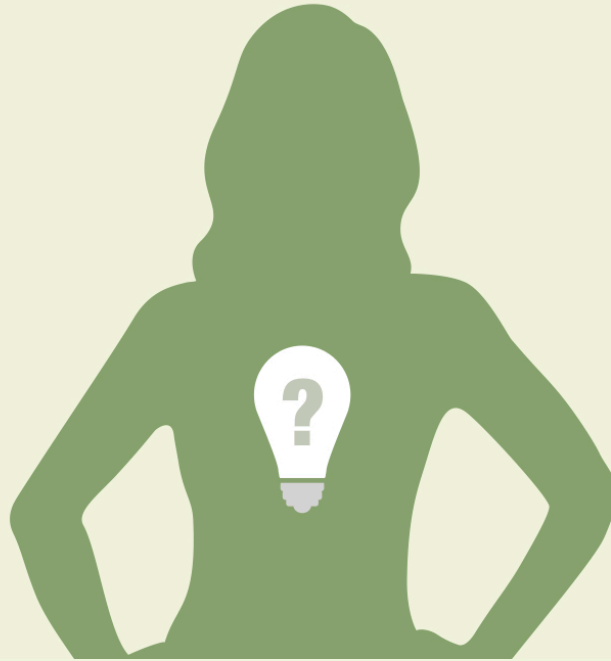
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Indicators of a Lack of Confidence

- Filler Words
- Self-judgement
- Explanation of questions
- Lack of eye contact
- Poor body language
- Stacking questions



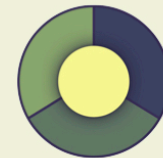
The coach trusts that value is inherent in the process versus having any need to create value.



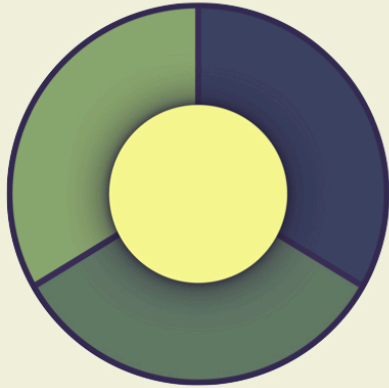
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Practicing Confidence Questioning

- Offer one-take questions
- Avoid setups and explanations of questions
- Mentally acknowledge mistakes while letting go of the need for judgement

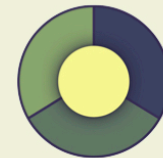


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Question Diagramming

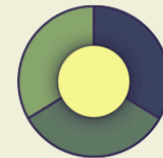


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Parts of a Question

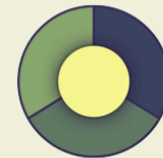


- Setup
- Starting Question Word
- Focus of the Question
- Client Language
- Explanation



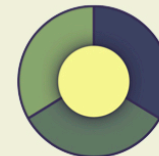
Parts of a Question

Setup	Starter Word	Focus	Explanation
		Client Language	



Parts of a Question

Um...So... As you were saying... I was curious...	...What	What makes client believe they will fail	...not that you will fail, but it might be helpful to unpack this together and do an exercise...what do you think?
		"going to fail"	



Parts of a Question

x	How	How will overcoming fear help build towards client's desire for mastery?	x
		"mastery" "fear"	



Regular Exercise



- Diagram about 3 questions from your recordings per week
- Avoid setup and explanation most of the time
- Celebrate use of client language
- Bonus: Consider noting how many words each question contains

