

A Coach Approach----- Powerful questions

These questions can be used when there are abnormal findings suggestive of a potential disease state that with early intervention can promote health and prevent disease. Asking powerful questions provides an opportunity for your patient to make choices that align with what is important to them. By holding them accountable to their choices you engage a collaboration that facilitates change through simple lifestyle modifications.

New Diagnoses

- What is important about coming here today? (establish direction for the visit)
- After diagnosis...What are you making the diagnosis mean?
- What do you want to do about the diagnosis?
- What assistance would you like from me or others?
- If you change your behaviors what impact will it have on: your wellness/others?
- How do you need to prepare yourself, others and your environment to be successful?
- What are you taking away from our conversation?
- What action steps are you willing to take and by when?
- If you say yes to this, what are you saying no to?

Follow up

- What is important about coming here today? (establish direction for the visit)
- What successes have you experienced so far?
- What is working? What is not working?
- What obstacles have you encountered along the way?
- What is the real challenge?
- What do you need to continue?
- How can I support you?
- What are you taking away from our conversation?
- What action steps are you willing to take and by when?

Maintenance

- What is important about coming here today? (establish direction for visit)
- How is it going?
- What have you noticed since first beginning?
- In what way has your plan changed?
- What has been the impact on others? (family/friends/co-workers)
- What has surprised you?
- What has been most useful?
- What action steps are you willing to take and by when?
- What would be a sign of your success?