

# Health Coaching Consultation

Aim to demonstrate coaching approach, effective communication strategies, and use of different strategies that can help to increase motivation.

## Components to include:

1. Delivery of an effective health coaching consultation.
  - To achieve this, do not give advice or provide personal opinion. Instead, ask the client what they would like to work on, and tailor your approach to the client's stage of change.
2. Explanation of your role, including what you specialise in, your approach, and clarify client expectations.
3. Discussion of an area/s the client wants to focus on and assess whether a referral is needed. If it is not needed, assist the client with focusing on an area they are motivated to work on.
4. If client is in contemplation stage, provide support to assist with increasing confidence or importance if needed. This may include an explanation on the role that influencing factors play in behaviour change and support to develop strategies to overcome barriers or to enhance facilitators for change.
5. If the client feels ready to start working on their chosen area, assist them to brainstorm tasks.
6. Support client to set a smart goal/s for chosen task/s. This may include an explanation of the purpose of setting goals, and the reason for setting 1 or 2 small goals at a time.
7. Support the client to develop action plans that includes planning for barriers, enhancing facilitators for change, a method of tracking and an agreed date to review.

## Demonstrate the following:

8. Open questions
  - Aim to ask open questions over closed questions for the majority of the consultation.
9. Reflective listening to move the conversation forward (instead of questioning)
  - Aim to use more reflective statements than open questions. Try to utilise different types of reflective statements where relevant.
10. Affirmations to accentuate the positive and build the confidence of client
11. Summarising to pull together the key aspects the client has shared
12. Demonstration of coaching approach and mindset- partnership, acceptance, compassion, curiosity, autonomy, growth mindset
13. If relevant, discuss with the client of at least one strategy to help increase their motivation. Note – if pre-contemplation they may not be willing to discuss.
  - For example, create a health and wellness vision; identify life values and link to health behaviours; research of more information; recognition of strengths; brainstorm options; plan for barriers, behaviour and/or task tracking;



