Lesson 1: The Nature of Change

Discussion Session Preparation/Outline

During a Discussion Session, Dave Miller will facilitate discussion and demonstration of several key elements presented during the Discovery Session. Faculty Members participating in the Discussion Session are asked to give thought to the topics and questions provided below and be prepared to share during the recording. ALWAYS remember that the actual students listening to the recordings have no knowledge beyond what has been covered in the course to that point, so PLEASE refrain from mentioning anything that hasn't been covered yet.

Topics —

Slides 11-23: Change Clusters (Form A) Discussion and Demonstration

Others Influence the Client —

The Clients Influence Others —

The Client Influences Him/Herself —

Demo?

Slides 28-30: What Do Clients Want? (Worksheet)

Solve a Problem — With what sort of problems do your clients come to you?

Seize an Opportunity — What opportunities do they wish to pursue?

Satisfy a Need — What needs must they meet?

Not all coaches focus on all three. What are your clients actually PAYING you to do?

HAVE, BE, DO, FEEL

SAFE, SECURE, HAPPY, HEALTHY

WELLNESS CENTER vs EMERGENCY

Slide 31: What do coaches DO to help clients make the changes they want to make? (Discussion)

What changes the coaches make and what changes the client makes are different.

Transformative more than Transactional

Clients wants something transactional / Coaches Provide transformative

Slide 41-43: Aspects of Control (Form B) Discussion and Demonstration

Gain, Lose, Not Gain, Not Lose

deeper and deeper dives

why its imporatnat for the COACH to complete all 4 quadrants

Slide 56: Threshold of Activation (Discussion)

Discuss examples of clients who were under their threshold, close to their threshold and at their threshold.

Slide 71: Will the Change Occur? (Discussion)

Discuss examples of clients who did/didn't follow through based on the three variables.