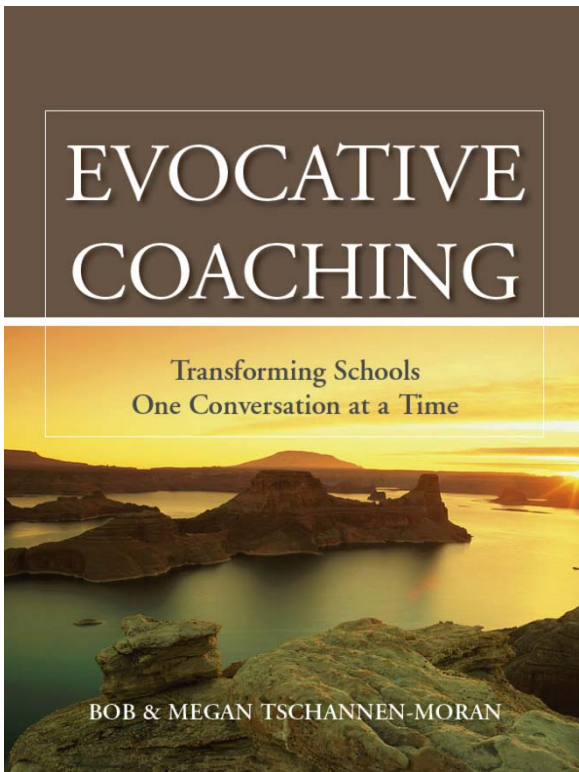


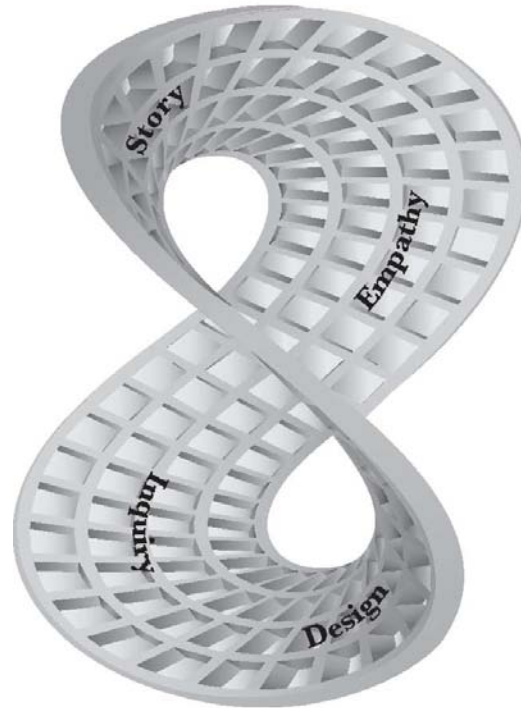
Evocative Coaching Model

2 Turns • 4 Steps • 8 Movements • 16 Style Points

Calling forth motivation and movement in people, through conversation and a way of being, so they achieve desired outcomes and enhance their quality of life.



THE NO-FAULT TURN



THE STRENGTHS-BUILDING TURN

THE NO-FAULT TURN	THE STRENGTHS-BUILDING TURN
<p>Step 1: STORY LISTENING</p> <ol style="list-style-type: none"> 1. <i>Initiate</i> <ol style="list-style-type: none"> i. Establishing rapport ii. Appreciative questions iii. Attentive listening 2. <i>Elaborate</i> <ol style="list-style-type: none"> iv. Exploring stories <p>Step 2: EXPRESSING EMPATHY</p> <ol style="list-style-type: none"> 3. <i>Validate</i> <ol style="list-style-type: none"> v. Offering reflections vi. Celebrating progress vii. Clarifying focus in the learning brief 	<p>Step 3: APPRECIATIVE INQUIRY</p> <ol style="list-style-type: none"> 4. <i>Appreciate</i> <ol style="list-style-type: none"> viii. Discovering strengths ix. Observing vitalities 5. <i>Extrapolate</i> <ol style="list-style-type: none"> x. Framing aspirations xi. Inviting possibilities <p>Step 4: DESIGN THINKING</p> <ol style="list-style-type: none"> 6. <i>Innovate</i> <ol style="list-style-type: none"> xii. Brainstorming ideas 7. <i>Deliberate</i> <ol style="list-style-type: none"> xiii. Designing experiments xiv. Aligning environments 8. <i>Activate</i> <ol style="list-style-type: none"> xv. Confirming commitment xvi. Session feedback