

Translating Coaching into Therapy

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Bio:
 Psychotherapist, LCSW-C
 Master Certified Coach, MCC
 Therapist in private practice since 1988
 Business & Life Coach since 1996
 Faculty, Coach Inc
 Author of 5 books on practice building

Lynn Grodzki
 LCSW, MCC



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Psychotherapy w/ coaching =


- See tangible, immediate results
- Improved client retention
- More client control of treatment
- Faster progress, ideal for short-term counseling

The Coaching Edge
 By Lynn Grodzki
 Psychotherapy Networker Magazine
 Nov/Dec 2012

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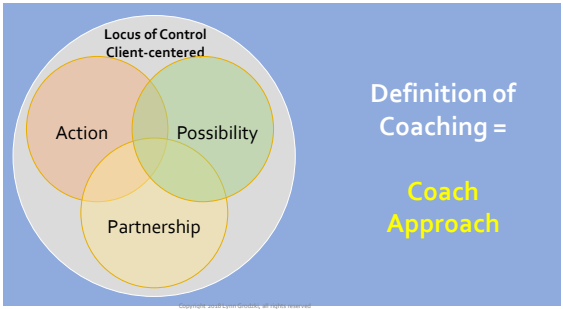


A new, additive (+) shorter-term model of therapy using adapted coaching skills & strategies

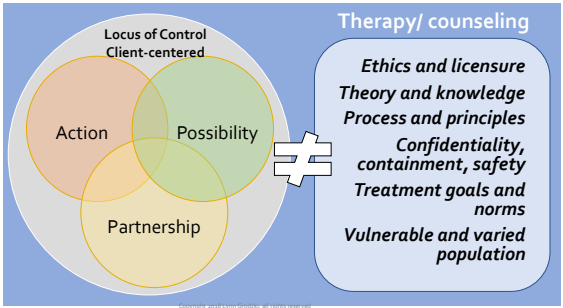


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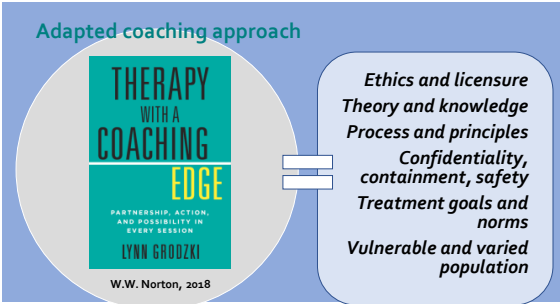
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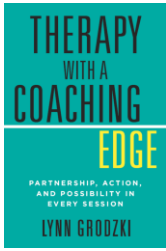


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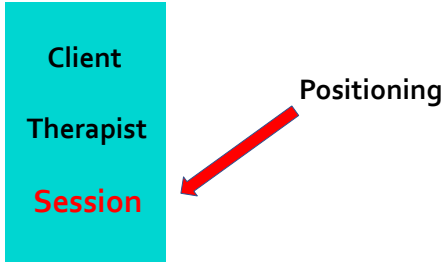




Positioning Skills Integration



Positioning



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**"Getting to Yes"
session structure**

- Set goals to merge both wants and needs
- Sessions have thru line:
beginning, middle and end
- Learn to spot and articulate results

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"Getting to Yes" session structure

- Set goals to merge both wants and needs

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"Getting to Yes" session structure

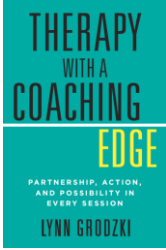
- **Sessions have thru line:**
Beginning: set compelling goal and markers of success
Middle: working through, frequent check on progress
Ending: leave time for ending well, take-aways

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"Getting to Yes" session structure

- **Learn to spot and articulate results**

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Positioning Skills Integration

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Skills for Partnership
#1: Ask Effective Questions
#2: Be a Strategist with a Twist
#3: Add Humor and Lightness

Skills for Action
#4: Call a Client into Action
#5: Add Shared Accountability
#6: Deliver a Coaching Edge

Skills for Possibility
#7: Align with Core Values
#8: Find Metaphors that Matter
#9: Design a Plan for Life

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Coaching Edge Skill:
#1: Ask Effective Questions



Open-ended
Direct
Create an "ah-ha" moment

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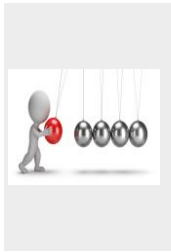
Learn to intentionally ask effective questions

- Enhance insight
- Challenge limiting beliefs
- Prompt new options

Timing and pacing is everything.

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Coaching Edge Skill:
#4: Call a Client into Action



Assist readiness.

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Prochaska's Stages of Change:

- Precontemplation
- Contemplation
- Preparation → Readiness → Action

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Skill #4: Call a Client into Action

1. Set goals, but lower the bar.
2. Make action steps relevant.
3. Its an experiment.
Debrief all action attempts between sessions and ask:
 - What did you learn?
 - What do you need to do more of? Less of?
 - How are you stronger for trying this?

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Coaching Edge Skills:

#6: Deliver a Coaching Edge

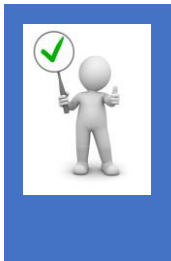


For the benefit of the client

Face to face

With clarity & compassion

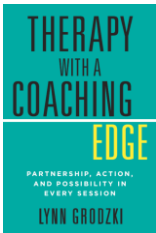
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Integration:

What will you take away?

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W.W. Norton, 2018

The strategies presented in this workshop can be found in the book: **Therapy with a Coaching Edge**. To see inside the book, go to: www.Therapywithacoachingedge.com

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