

# SOLUTION FOCUSED COACHING

## THE PROCESS



Building the **Platform** ( The Start Point/ The “problem”)–  
*“Where are you right now? What would be the payoff of solving this problem/ improving this particular area?”*

Imagining the **Future Perfect**, using The Miracle Question\_ (The Objectives) –  
*“Suppose the problem vanishes overnight, how will you know that the transformation has happened?”*

**Scaling**  
(A useful tool used to keep track of the client’s progress between sessions) – *“On a scale from 1 to 10, where 10 is the future perfect, where are you now? What would help you move 1 point higher on the scale?”*

Identifying the **Counters**\_ (A very important part of SF approach is being aware of the resources and what is already going well) – *“When does the Future Perfect happen, even a little bit? When does the Problem not occur? What do you do differently then?”*

Taking steps toward the Future Perfect – **Actions** (The actions have particular characteristics: small steps, actions that can be taken tomorrow, multiplying what is already working)  
*What is the first step you can start with? What is the smallest first step?*



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