



True North Level 2 Program

EVOKES AWARENESS – SELF LEARNING



**TRUENORTH
COACHING ACADEMY™**

www.truenorthcoachingacademy.com



Why *Expand* Awareness?

- Awareness is the foundation of meaningful change.
- Limited awareness leads to reactive thinking and actions.
- Expanded awareness unlocks creativity, self-leadership, and alignment.
- The coach's role: Create a safe space for self-exploration.
- Use curiosity to help clients observe their patterns and inner selves.

"Awareness is a powerful lever
..Without it, clients remain stuck in reactive cycles, blaming circumstances or others for their challenges.

Our role is to hold a mirror that allows them to see their patterns, beliefs, and emotions clearly—without judgment.

When clients can do this, they can begin making choices aligned with their authentic selves."



Recognize Limited Awareness

Signs of limited awareness:

- Focus on external events or blaming others.
- Use of "they/them" narratives instead of "I."
- Avoidance of emotions or vulnerabilities.

Expand awareness by shifting focus from external to internal.

Strategies:

- Use mindfulness techniques to slow down their thought process.
- Encourage "narrative ownership" by asking about the client's role in situations.
- Ask about emotions underlying their stories.





Use Powerful Questions to evoke awareness

Design questions that:

- *Direct attention inward.*
- *Invite curiosity and new perspectives.*
- *Evoke emotion and ownership.*

Examples:

- "What does this situation reveal about your needs or values?"
- "What would change if you approached this differently?"
- "What beliefs are driving your actions here?"

Encourage them to sit with the discomfort of these questions.



5 of 8 markers is about Asking Questions



- 7.1: **Coach asks questions** about the client, such as their current way of thinking, feeling, values, needs, wants, beliefs or behavior.
- 7.2: **Coach asks questions** to help the client explore beyond the client's current thinking or feeling to new or expanded ways of thinking or feeling about themselves (the who).
- 7.3: **Coach asks questions** to help the client explore beyond the client's current thinking or feeling to new or expanded ways of thinking or feeling about their situation (the what).
- 7.4: **Coach asks questions** to help the client explore beyond current thinking, feeling or behaving toward the outcome the client desires.
- 7.5: Coach shares — with no attachment — observations, intuitions, comments, thoughts or feelings, and invites the client's exploration through verbal or tonal invitation.
- 7.6: **Coach asks clear, direct, primarily open-ended questions**, one at a time, at a pace that allows for thinking, feeling or reflection by the client.
- 7.7: Coach uses language that is generally clear and concise.
- 7.8: Coach allows the client to do most of the talking.

3 of 8 markers is about sharing & listening



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- 7.5: *Coach shares — with no attachment — observations, intuitions, comments, thoughts or feelings, and invites the client's exploration through verbal or tonal invitation.*
- 7.6: Coach asks clear, direct, primarily open-ended questions, one at a time, at a pace that allows for thinking, feeling or reflection by the client.
- 7.7: *Coach uses language that is generally clear and concise.*
- 7.8: *Coach allows the client to do most of the talking.*



What are your Qs for evoking awareness that you often ask ?

