

S



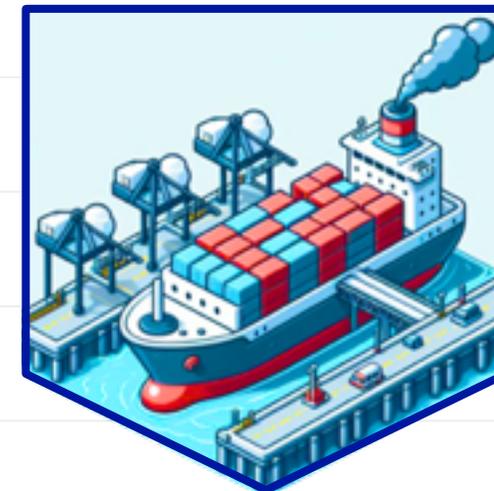
N



A



P

**S**AIL

- *Mine the mind*
- The Coach seeks out the thinking process to crystallize what's useful

What are we exploring today?

**N**AVIGATE

- *Define the direction*
- The Coach broadens the thinking using internal compass

What is becoming clearer?

**A**NCOR

- *Refine the intention*
- The Coach deepens the thinking for insights & discovery

What have you learnt in this conversation?

**P**ROGRESS

- *Align discovery with actions*
- The Coach designs next steps to power the new insights for accountable actions

**S.**

**SAIL** seek out what's useful

- KP – KP – KP
  - Essence
  - AWE Question
  - Pos Inq – if reqd
  - What are we exploring today ?
- Get Client to articulate Small a**
- Confirm it

**N.**

**NAVIGATE** Use internal compass, broaden thinking on small a

- Meaning Q
  - What makes [ small a ] important now?
  - What is the significance of the [ small a ] , now and impact for future
  - What is so meaningful about this exploration
- Get Big A – park it**
- So I hear you say Kp Kp-
  - What is becoming clearer now ?

**Get Refined a**

**A.**

**ANCHOR** Deepen the understanding - on refined a  
(Can use verb, adv, adj to make inquiry sharper)

S – Shift -What needs to shift in your perspective ?

A – Attention, focus - What needs your attention ?

M – Matters most, most  
What matters most to you here?

E – Enabler, What will enable you to get [ ] ? OR  
What's the disabler here?

**Get Insight**

**P.**

**PROGRESS** Align discovery with actions

- What are you discovering/ learning/ with this shift?
- What new actions would now be useful to take?
- What resources do you need to take them?
- Who can help? How can I help?
- How will you be accountable to these actions ?
- Anything else ? Are you ok to close this session ?

**Actions**

Acknowledge client's reflection

Notice I in now moment

Remain reflective through out

Pause before an Inquiry, One Question at a time

Demonstrate curiosity for Impact

Offer Essence, without attachment

Remain with positive & possible

# Positive Inquiry for Mindset Change



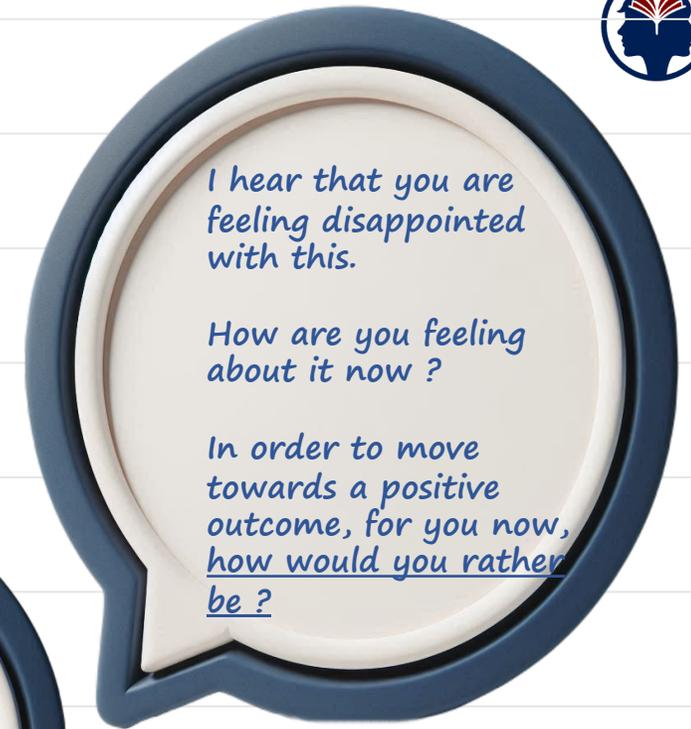
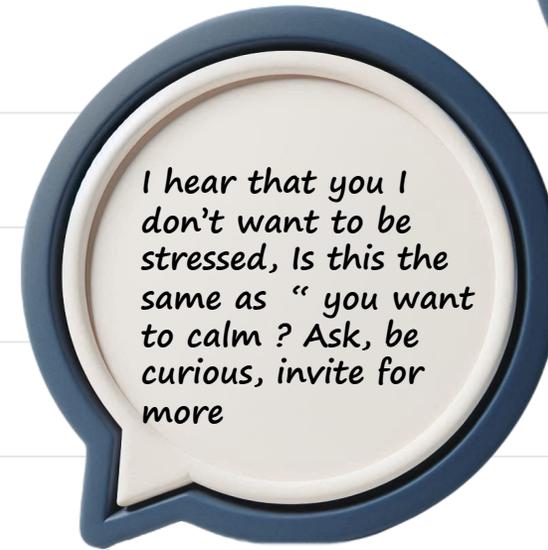
Step 1 – I hear, you were (loss frame)  
...How are you feeling about it NOW?

Step 2a – (if still loss) Empathize or  
Acknowledge the loss frame / negative  
mind state

Step 2b – “In order to move towards  
a positive outcome for you NOW –  
How would you rather be?”

ALTERNATIVELY

If client expresses loss frame as “Don’t  
want” . Feel free to flip it and ask if  
it’s the same thing -ASSUME & ASK



.FLIP WORDS - Be Relaxed / calm ?  
Being ok, Be in harmony ,Being  
courageous , Bring fine with it ...

## SAIL *seek out what's useful to get a*

Welcome/ Ty / permission to record/ Safe space/ Invite to centre yourself

What would you like to discuss today?

And what else about [ ]

(positive, possible, now moment)

I hear that (negative mindset) ..How are you feeling about it niw ? In order to move towards a positive outcome, now, how would you rather be ?

I hear ... I hear ( less than 10 words)

It seems.. ...You..(thinking word) ...(theme)

What are we exploring today ?

## ANCHOR *Deepen the understanding -on refined a*

*Shift, Attention, Matters, Enablers*  
 (Can use verb, adjective, adverb)

Any 2

S -What needs to shift in your perspective to get (refined a) ?

A -What needs your attention to get to

(refined a)

M - What matters most to you here to get (refined a)

E - What will enable you to get to [ ] ? OR  
 What's your disabler here (ICE)

Kp Kp - Stay with positive & possible

What is becoming clearer now ?

## NAVIGATE *Use internal compass, broaden thinking and on small a get refined a*

And..when you say [. ] what does that mean to you

What makes [ small a ] important now?

What would be future impact [ small a] to you?

What is the purposefulness of [ small a ] in your life ?

Kp Kp the Refined a - Stay with positive & possible

KP,KP, Essence... is becoming clearer now ?

## PROGRESS *Align discovery with actions*

What are you discovering/ learning/ about yourself?

What new actions would now be useful to take?

What resources do you need to take them?

Who can help? How can I help?

How will you be accountable to these actions ?

Anything else ? Are you ok to close this session ? TY