To practice the processes we have learned so far (Engaging & Focusing) you will need to find a partner and have the following conversation. You will have the conversation twice; once where you are the listener managing the conversation, and once where you are the speaker and your partner is the listener so that you both get to practice. This conversation will be what we call and real play, meaning that you will NOT be role playing someone else’s life, when you are the speaker you will be talking about yourself! The goal in this conversation is to practice the skills you have learned so far to first establish some engagement and then to help your speaker focus on 1 behavior change to talk about. You are not trying to solve their problem! Nor are you going to do any planning, in fact, you want to practice NOT using action language. Instead you will help the person talk about the change; why they want it; why it’s important to the; what it will do for them if they change, etc. You want to both fully understand what this change means to them AND help them to feel understood!

These conversations should be about 7-10 minutes, so set a timer! Also, please record the conversation using the record feature of your conferencing platform. If that is not possible, you can use your phone or any other recorder to just record the audio. You can then send me this file.

Listener: You will lead your speaker through a conversation meant to help them focus on one behavior to talk about.

1. Ask your speaker for permission to talk about various goals they currently have for themselves.
2. Ask your speaker to fill in the ovals on the other side of the sheet with all the areas of their lives where they have goals or desires for change.
   1. Examples may be things like: buy a house, change jobs, start exercising, change my diet, save money, etc.
   2. Help your speaker to formulate what “the dream” is in each oval. i.e. why does the person want to lose 10 pounds? Is it to fit into an old outfit, to do better on some medical test, to be able to chase their kids around without being winded? Ask open questions that help you, and your speaker, identify:
      1. What the concrete behavior is and
      2. Why they want the change; what they hope to gain.
3. Use the importance and confidence rulers on each area identified. Place the numbers chosen for each on the lines below the oval. Be sure to ask the second question for each ruler, “why is it a \_\_\_ and not a lower number like a \_\_\_?”
4. When you have completed the above for all identified goals, ask the speaker, “when you look at these areas of your life and what we have talked about so far, which area or areas do you think would be most helpful to start with?”

Once you have focused on one topic, use some of the focusing questions we learned about in the presentation this week to dig into this change, to understand fully what this change is to them.

Questions to develop importance: Remember to reflect twice after each question before moving on to the next question.

1. What are you 3 best reasons to make this change?
2. How do you imagine your life will improve if you were to make this change?
3. What do you like about \_\_\_\_\_\_\_? And what do you like a little less about \_\_\_\_\_\_\_\_\_\_?

Questions to develop confidence: Remember to reflect twice after each question before moving on to the next question.

1. What hard changes have you made in the past? How did you go about making those changes?
   1. Help them talk in some detail about what strengths and/or strategies they have used in the past.
   2. Give an affirmation naming the strength.
   3. Ask, “How might that strength be useful to you in this change?”
2. Imagine sometime in the future after you have accomplished this goal and you are looking back. What most likely is it that worked for you? How did it happen?
3. Tell me about a time you remember feeling confident in some task.
   1. Tell me what about that situation helped you feel confident?
   2. What was it about yourself that helped you feel you could accomplish that task? What traits, strengths, resources did you call on?
4. What might someone who knows you well say about you? What good qualities might they see in you that might help you make this change?