



Submodule 8.2 - Interview Techniques and Goal Setting

Submodule 8.2 addresses the essential skills of "Interview Techniques and Goal Setting," pivotal in crafting a roadmap for the client's spiritual journey. These techniques are not only tools for gathering information but also serve as the framework for understanding the client's internal world and setting actionable and meaningful objectives. It is here where the coach's questioning acumen and ability to co-create with the client come to the fore.

Effective interview techniques combine the art of asking open-ended questions with the science of active listening. These questions are designed to elicit expansive thinking and rich responses rather than simple yes or no answers. For instance, instead of asking whether a client believes in past lives, a coach might ask what the concept of past lives means to them and how it relates to their current life challenges.

In this process, the coach helps the client articulate their goals in a way that is clear, focused, and aligned with their deeper desires and values. This might involve unpacking broad ambitions into specific intentions—a client's wish for 'happiness' might be distilled into the goal of finding fulfilling work, repairing a relationship, or developing a spiritual practice.

Reflective listening is also a critical component. It not only ensures the coach fully grasps the client's words but also validates the client's feelings and experiences, deepening their engagement in the process. A poignant moment of recognition can occur when a client feels seen and heard after the coach reflects back their feelings of being 'stuck,' reinforcing the client's commitment to change.

Another vital aspect of the interview phase is to identify any potential barriers to achieving the client's goals. Skilled coaches proactively address these obstacles by guiding the conversation to explore past attempts, external challenges, and any self-limiting beliefs the client may hold. The story of a client who overcame a pattern of self-sabotage after recognizing it as a barrier in a coaching session showcases the transformative impact of this approach.

Within this interpersonal exchange, the coach's intuition can guide the conversation to probe deeper areas that the client may not be consciously aware of, arousing insights that become catalysts for the coaching journey. A tale of a coach whose intuitive hunch led to uncovering a profound past life influence on a client's present circumstances highlights the potency of a coach's attunement to subtler currents in the dialogue.

As the coach and client conclude this dialogue, they will have collaboratively composed a symphony of goals that truly resonate with the client's aspirations and set the stage for the transformative work ahead.

Key Takeaways:

- Open-ended questions facilitate a deeper exploration of the client's goals and motivations.
- Active listening ensures complete understanding and fosters client engagement in the coaching process.
- Reflective listening confirms the client's expressions and reinforces their commitment to change.
- Skillful coaches work with clients to identify and prepare for potential barriers to reaching their goals.
- A coach's intuition can play a crucial role in uncovering deeper layers of the client's experiences and influences.