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Better Decision Making with Solution Focused Coaching

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Abstract

This paper reviews different options for helping people faced with a difficult decision. This can be a particularly challenging context, where the standard solution focused (SF) approach of leaping into the future may not be instantly effective. Ten options for using SF methods to work with decision and dilemma situations are identified. Readers will not be short of possibilities when working with clients facing tough choices.

Introduction

When I am coaching managers or entrepreneurs, or even doing demonstration coaching sessions as part of trainings, one kind of question often appears as the topic. "I need to make a decision".

This kind of situation has many forms. It might be "I'm facing a dilemma", if there are two starkly different options. It might be "I need to choose between these options". And following on from this starter is "I don't feel ready, I don't know what to do, I'm feeling stuck".

In my early days of solution focused (SF) work, I might have been tempted to try to jump forward to a 'better future' after the decision; use a Future Perfect or miracle question in the normal way – jumping forward to explore life after the

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