



Week – The Strategy Process

How does your client do their present and desired state?

The strategy process brings together a great many skills within that 5 core coaching skills, and it is a powerful tool in finding the leverage point for change for your client.

The video in this module explains what the strategy process is, what elements are part of it and how to use it in conjunction with other skills to find the leverage point for change with your client. Please watch the video before doing the skill builder exercises. You can find the video on the website under week

It's not easy to get someone's strategy process. Very often this has to do with lack of meta-model questions for specificity, clarity questions, and VAK/when/where/with whom questions. These are critical for grounding the state and getting more information about the trigger that puts your client in the present state in the first place.

Whether or not you are able to ask those questions has a lot to do with your thinking styles (meta-programs). If you are more judging over perceiving, it's harder to be in the know-nothing state you need to ask the questions that help you see and hear what your client is seeing and hearing. In addition, there is a need to switch between seeing the entire picture (global) and getting the specifics (details). So if you have a strong preference for one or the other, it'll be hard to put all of the pieces together. If you want to improve your skills on getting the strategy process, focus on flexibility in your meta-programs.



Skill Builder Exercises

To practice with getting the strategy process, please go through the following steps.

1. Self reflection
 - a. What aspects of the strategy process (what skills) do you struggle with?
 - b. What meta-programs get in the way of you asking the strategy process (eg. Options versus procedures, global versus detailed) → To stretch your meta-programs, find a buddy coach to guide you through the expanding meta-programs pattern. You can find this under KACC resources.
2. In your (buddy) coaching sessions, practice getting the strategy process of how your client is doing their present state and what would enable them to do their desired state. After each conversation, reflect on what aspects of the strategy process went well and what didn't.
3. Share your questions and insights in the Facebook group.