



## Gratitude

Coaching is often about helping people shift their perception—looking at their life in a different way. Whenever a person is unhappy with his or her current circumstances, he or she has at least four options available to him or her:

1. Stay miserable
2. Change what he or she is doing
3. Change what he or she wants
4. Change his or her perception

Coaching can involve helping a person with any of these options, including discussing the consequences and benefits of staying miserable. One of the most powerful interventions in coaching is to help clients begin to shift their perceptions. The shift can happen when people stop focusing on their unhappiness and instead, focus on the things for which they are grateful. This intervention will be as successful as the coach is able to guide the shift. This requires practice.

Copy the “Perception Worksheet” at the end of this document. Find a role play partner. If there is a person you can use from the Facebook community, then please use a fellow coaching student via telephone, Skype, or any other method of communication that works for you. If you can’t find fellow coaches, then you can choose a willing friend or family member.

On the “Scenarios for Skills Practice” handout, ask your partner to play scenario #14. Provide the client with the “Perception Worksheet” and ask him or her to write down their complaints on the “Negative” side of the handout. Then challenge the person to think about each item they wrote and ask him or herself the question, “What could be good about this thing? How does it actually help or serve me? How has it changed me in some positive way?” When the client has an answer, he or she records it on the “Shifts” side of the page. If the client is struggling to find a shift, then the coach can help but as the coach, if you help, please provide at least three possible shifts so the client can pick the most appropriate rather than just accepting one answer you provide. Providing three options increases the likelihood the answer will be the client’s rather than yours.

If you are using a coaching student, then please switch roles and allow your partner to do the same with you. There is no need to switch roles if you are using a family member or friend. When you are done with this activity, please email a copy of your client's "Perception Worksheet" to [assignments@academyofchoice.com](mailto:assignments@academyofchoice.com). Be sure to specifically ask about any negatives you had trouble finding a shift for. This is a skill you get better at with practice. Use the "Perception Worksheet" any time you are experiencing negativity, either your own or someone else's, to create the shifts to gratitude or appreciation.

# PERCEPTION WORKSHEET

## Negatives

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