



# PROVOCATIVE COACHING

## NINE PROVOCATIVE INTERVENTIONS

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Provocative coaching lovingly caricatures the client's world view. It is an exciting and stimulating method to rapidly empower the client through humor, warmth and challenge.



**Technique:** Empathy  
**How:** Fall in love with the client's world view. Reinforce their way of thinking and show your admiration for it.



**Technique:** Reinforce reality  
**How:** Selectively strengthen and exaggerate the client's responses.



**Technique:** Ease anxiety  
**How:** Talk about taboo topics with the client, overstate their negative thoughts and things they're scared of.



**Technique:** Create confusion  
**How:** Interrupt the client and offer absurd explanations and solutions



**Technique:** Increase ownership  
**How:** Use 'unusual' behaviors for a coach, approve, infantilize, criminalize, and moralize.



**Technique:** Act on your initial impulse  
**How:** Say what you think even if it's obvious or stereotypical.



**Technique:** Overcome obstacles  
**How:** Glorify bad habits such as laziness (calm), fearfulness (vigilant) and conformity (realist)



**Technique:** Put on the brakes  
**How:** Tell your client the benefits of their problem and how it's not good to change.



**Technique:** Strengthen self-reliance  
**How:** Act stupid and deliberately misinterpret your client.