



## [Powerful Questions: Problem Solving](#)

By Tony Stoltzfus

★★★★☆ (4-1/2 stars)

Buy this CD if:

- You want to stop telling and start listening.
- You want to learn the art of helping another to get unstuck.
- You want to learn how to engage in conversations at a level that taps into one's core motivation.

This enhanced CD (audio plus resource worksheets) by Tony Stoltzfus is a valuable resource to coaches and those looking to use coaching principles to help others get unstuck. The CD presents three models of problem solving using a coaching paradigm in about an hour of audio:

1. The Ideal Future Approach
2. The Obstacle Approach
3. The Transformational Approach

The ideal future approach is explained and demonstrated in a live coaching session. Tony asks clients to dream of what their challenge might look like if the solution they arrived at turned out to be “wildly successful”. He is tapping into the principle of working in the positive future with individuals who may otherwise be paralyzed by indecision in the present. Each of us has spoken with someone at some point who is stuck and doesn't seem to have any answers. Learning the principles outlined in the CD will not only improve one's coaching skills, but will assist in changing one's own perspective on what otherwise may seem impossible.

In the obstacle approach portion of the CD, Tony encourages the client to visualize what it might look like to be half way through the challenge they are facing. In doing so, the initial wall of where to start is torn down...allowing the client to see what lies ahead. What follows is a series of insightful questions that exhaust both the obstacles and the options. A final note is included in the encouragement to discover the solutions in the sarcasm...that clients often have answers in the small “blow off” comments they may otherwise have written off.



The transformational approach looks at what needs to change at an internal level as opposed to changing external circumstances. We all hold internal beliefs about ourselves, our capabilities, and our sense of worth. This section of the CD taps into how to help a client view the challenge they are facing as if their own outlook were different. While it may take months or years to transform one's internal tapes, it takes only a moment to imagine and work from the perspective that they are already changed.

Summary:

By combining the actual audio coaching session together with a written transcript of the conversation and sets of sample questions, *Problem Solving The Coaching Way* becomes a valuable tool to help all of us to draw solutions out of individuals and break free from the old model of giving solutions through telling.

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