

MINISTRY TOOL #17 – FOR FOLLOW-UP

Coaching Questions

As people find freedom, it's important that they learn to take responsibility for their own lives. By asking the right questions, you can often help a person discover that they know what to do next. In fact, whenever the person decides their own next steps, they're more likely to do those things than if they were simply told.

Luke 2:46 – After three days they found him in the temple courts, sitting among the teachers, listening to them and asking them questions.

EXPLANATION:

Jesus and other rabbis at the time taught through questions. By asking the right questions, people reach powerful conclusions on their own. And when a person forms their own ideas and conclusions, they're far more likely to own the responsibility for following through..

The best questions in ministry are almost always open-ended. They invite the person to think and articulate their perspective. Coaching questions are both open-ended and solutions-oriented, which makes them an excellent tool for discipling people.

At the end of a session, it's good to set a person up with some next steps, but they're unlikely to do homework simply because you recommended it. Coaching questions can help them take responsibility.

As you ask open-ended, solutions-oriented questions, the person will often reach the same solution you would have recommended, but they'll own it as their own idea. Or, sometimes, they may find a better solution than the one you were thinking of.

In most situations—especially when you know the person is not thinking productively, use the A.W.E. question: “And What Else?” This could look like, “Can you think of any alternative actions you could take?” or, “What are some other possibilities?” or, “What is an action you could take that would specifically address this addiction?” or, “Ask the Lord if there are any other possible next-steps He might want to reveal to you.” All of these questions (and more) help the person to think through their situation beyond their initial response, leading to more productive solutions.



GOSPEL SUMMARY:

Coaching questions assume the best of people, trusting that the Holy Spirit who lives in them can grant them wisdom and guidance as they exercise the mind of Christ. This gives the person a sense of autonomy and helps them realize they aren't dependent on you for wisdom.

HOW TO:

- ❑ Pray out loud for the Lord to give the ministry recipient heavenly wisdom beyond their own ability.
- ❑ Ask open-ended questions that encourage the person to partner with Jesus in their thinking.
 - For example: "What do you believe Jesus wants you to do in response to the things we prayed through today?"
 - Use follow-up A.W.E. questions to help them think ("And What Else?").
- ❑ Avoid telling the person what to do. But if the person needs significant help (like psychiatric care or drug rehab), it is entirely appropriate to tell them directly if they're not recognizing the need on their own. Give the person an opportunity to think of it on their own first through asking questions, but sometimes people still have blind spots after prayer and need information.