



Using Silence to Maintain Presence and Evoke Awareness



PRESENTED BY

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Breakout Room #1 Thinking about Silence in Thinking Rounds (9 Minutes)

Directions:

- First, you'll need to identify someone with a 2-minute timer. Most phones have this feature.
- Second, you'll need to identify the tallest person. This will be speaker #1.
- Third, everyone should read these directions to understand what is being asked of you.

Then

- Set the timer for 2 minutes. Speaker #1 will consider each of the 3 questions below and talk uninterrupted for 2 minutes. No need to cover all of the questions or do them in any particular order. The listeners should not ask any questions or make any comments. If the speaker has nothing more to say and the timer hasn't gone off, please stay in silence. The speaker may start again while it's still their turn.
- When the timer goes off, person #2 then speaks for 2 minutes.
- Continue until all participants have spoken.
- If your group has extra time, please have an open discussion. Consider your individual A'ha! Or Takeaway. You'll be asked to put it in the chat when you return.

1. What is OR was your biggest struggle with Silence in coaching sessions?
2. If you mastered silence, what would the outcomes be for your clients?
3. What's your best tip for newer coaches about Silence?



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For Further Information, Contact Laura at info@ListeningtoChange.com

Breakout #2 - Practicing the 3.5-Second Open Pause (9 Minutes)

Directions:

1. Shortest person is the first coach.
2. Set timer for 3 minutes.
3. Coach asks a favorite open-ended coaching question.
4. Coach listens to the response.
5. After the client finishes speaking, coach implements the 3.5 second open pause. After staying silent for 3.5 seconds, asks a follow-up question like these:
 - a. Tell me more
 - b. What else?
 - c. Anything more to add?
6. Coach continues #5 until timer goes off
7. Reverse roles



Strategies to Get Comfortable with Silence

- ▶ **Strategy #1:** Have a Mantra
 - ▶ “Silence means they’re thinking!”
 - ▶ “Silence is a gift”

- ▶ **Strategy #2:** Develop a physical signal to NOT talk
 - ▶ Bite your tongue
 - ▶ Sit on your hands
 - ▶ Twist your ring
 - ▶ Ground your big toe to the floor
 - ▶ Take a long sip of a beverage



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- ▶ **Strategy #3:** The 3.5 -Second Open Pause
A Planning Strategy to Have them Say More

- ▶ Remember: Their norms are not our norms

- ▶ AFTER the Client’s Response to a Question
 - ▶ Pause for at least *3.5 seconds*
 - ▶ Then Ask an open-ended question to gain more information, like one of these...
 - ▶ “Tell me more”
 - ▶ “What else?”
 - ▶ “Anything more to add?”

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