

## **POD 5 TOC Technique Training – Practice Exercise**

### **Practice**

1. Practice introducing the concept of The One Command as a vehicle for change.
2. For yourself, do the exercise for Coach Building Skills. Go into the state of the Observer and simply notice your own thoughts, feelings, emotions and images as you ask a simple question: 'If I knew about myself, what would I know?'

Go up to theta (ground, align, go to theta) and while there observe what you imagine about yourself.

### **What did you discovered about yourself:**

3. Practice Reflective Listening. Ask your "client" to talk about an issue they would like to change and practice Reflective Listening.

Remember—you are not problem solving or having an answer. The act of Reflective Listening is being in neutral observation.

### **Questions**

1. What did you notice/discover about yourself in doing the above exercises?
2. What is Empathic Listening and why is it an important skill for coaching?
3. What is Reflective Listening and why it is an essential skill in successfully coaching clients?