



Prompting Deeper

Cheat sheet

A coaching technique that uses open-ended, half-finished prompts to guide people toward deeper self-reflection and insight to uncover underlying motivations, beliefs, and assumptions.

Purpose

Prompting deeper is a conversational technique that, at its core, makes use of socratic questioning to guide self-inquiry.

Prompting deeper is well suited for:

- One-on-one coaching conversations
- Facilitated sessions or group coaching
- Leadership Growth & Strategy Sessions
- Personal reflection exercises
- Conflict resolution
- Team culture exploration



How-to

1. Introduce Prompting Deeper as a thought experiment or use as a conversational technique.
2. Listen actively: Pay attention to what the person(s) is saying (and what's not said).
3. Encourage exploration: Use open ended prompts and let them complete the thought.
4. Daisy chain prompts: Step by step guide them deeper. Feel which prompt fits the next step.
5. Follow their energy: Don't rush. Adapt to Their Pace. Some people need more time to finish the sentence. Guide with a light touch. Avoid suggesting answers.
6. Adjust when needed: If a prompt isn't working, reframe it in a natural way without drawing attention away from the deeper conversation.

Prompts

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| <ul style="list-style-type: none">• "Which results in..."• "Which will lead to..."• "Which opens up the possibility of..."• "What happens then is..."• "Causing..."• "Which makes it more likely that..."• "So that eventually..."• "Which gives space to..."• "Which is important because..."• "What that reveals is..."• "Leading to..."• "Which makes you assume..." | <ul style="list-style-type: none">• "Which in turn affects..."• "Meaning that..."• "Which makes you think..."• "And makes you feel..."• "Bringing about..."• "Forcing you to..."• "Which has the effect of..."• "Which reinforces..."• "Resulting in..."• "And that makes..."• "Which creates a situation where..."• "Which begs the question..." |
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Tips:

- **Embrace Silence**: Let the coachee process without interruption.
- **Follow Emotional Cues**: Hesitation, repetition, or strong emotions signal deeper layers.
- **Trust the Process**: Insight takes time, so let the exploration unfold naturally.

Traps:

- **Using Prompts Too Rigidly**: Adjust based on the flow of the conversation.
- **Filling in the Blanks**: Let the coachee complete their own thoughts.
- **Stuck in Loops**: If answers become repetitive, gently nudge toward new perspectives. Or stop.

