

Quick Reference Scoring Key

I. Tailoring: Was therapy tailored to fit the client?

- Tailored the language of therapy to fit the client
- Tailored the style of communication to fit the client
- Tailored the pace of therapy to fit the client
- Tailored the logic of change to fit the client's values, belief system and personal experience

II. Utilization: Was the primary focus on utilizing client attributes?

- Used the client's need to exercise choice and discernment
- Used the underlying energy/direction of the presenting problem to achieve some desirable end
- Used unexpected behavior or unplanned events to further some therapeutic objective
- Used the environmental context to support and enrich therapeutic processes

III. Strategic: Was the client embraced as an important problem solver?

- Made the client's role as the primary agent of change explicit
- Directed problem solving energy toward the most central problem or most urgent need, as defined by the client
- Elicited and built confidence in the client's own intuitive ideas for how to solve the presenting problem
- Enhanced the client's readiness to act as the primary agent of change

IV. Destabilization: Was an attempt made to disrupt maladaptive patterns to attract new learning?

- Destabilized the client's immediate reality orientation
- Destabilized an existing perspective on a set of events by changing the contextual background against which they are interpreted
- Destabilized a fixed emotional state by means of shock or humor
- Destabilized the experience of corporal reality by creating a sense of feeling apart from one aspect of the self

V. Experiential: Was experiential learning given priority over didactic instruction?

- Created an event with physical involvement that contains elements of mystery, novelty, intrigue, or deep reflection
- Engaged in some hypnotic procedure (extra-ordinary event) designed to elicit unconscious knowledge or ability
- Experimented with new behavior or thoughts that fit within the client's self-imposed limitations while progressively changing the established pattern
- Directed the client to do a therapeutic exercise between sessions

VI. Naturalistic: Did the client receive suggestions for change that directed him/her to natural processes of unconscious growth, learning, and/or healing?

- Drew attention to internal capabilities for learning, creativity, insight, and performance
- Created options for responding that evoke creative and self-delineating process within the client
- Elicited responses through insinuation or implication rather than making explicit declarations
- Delivered suggestions outside the margins of conscious awareness
- Suggested an effortless and automatic action, thought, or perception to occur at a later point in time, away from the office