2017 2018 VANDERBILT HEALTH AND WELLNESS COACHING WITH MARISSA WERTHEIMER

COACHING PROCESS	PRECEPTOR COMMENTS	POSSIBLE POINTS	ACTUAL POINTS
Established rapport.			
Provided a positive and encouraging atmosphere		10	
Identified client's wellness vision		20	
Assessed client's motivators		10	
Identified strengths		5	
Identified barriers/challenges		5	
Used negotiation skills to roll with client resistance, identify motivators and overcome ambivalence		10	
Discussed client's current nutrition and physical activity level.		15	
Identified what client feels good about & what he/she wants to improve on			
Set goals. Were they SMART goals?		20	
Assessed client's confidence. How was this measured?		5	
TOTAL		100	