



ART OF COACHING PODCAST™ EPISODE 380:
WHAT TO DO WHEN CLIENTS GET TOO DEPENDENT

Think back to a time when someone's resistance caught you off guard. Who was it, what's your relationship with them, and what was the disagreement or moment of tension really about?

Diagnose the situation: What power dynamics were at play between you and this person? What influence strategies have you already tried, and what lessons can you take from those past attempts to adjust your approach moving forward?

What might the change you're asking for represent to that person? It's rarely about the thing itself. Revisit the themes discussed in the episode and consider—what deeper fear or need could be at play beneath the surface?



Are there any indirect influence strategies you haven't tried? Could you get your foot in the door another way—like involving someone they trust or forming a coalition? Write at least one alternative that doesn't involve going head-on.

What can you do to lower the threat level and bring down the temperature? What do you genuinely respect about this person, and how might that factor into your new approach? Is there a fault or misstep of your own you can acknowledge to help build common ground?

Remember—everything starts with identity, and people will go to great lengths to defend their sense of self. How can you appeal to the stories they tell themselves and speak to their internal experiences, not just their actions?



Art of Coaching Podcast™

ABOUT



Join us as we dive more deeply into what it takes to change attitudes, outcomes & behaviors across a variety of world-class environments. Our guests include a wide range of professionals ranging from coaching, law enforcement, scientists, managers, military and entrepreneurs.

While I may originally be a strength and conditioning coach by trade- my work now spans across the corporate realm, military setting and beyond. If you work with people in any capacity and are fascinated by what makes them tick, this show is for you!

Each episode is packed with tactical insights as we prioritize providing you with key take-aways, instead mass produced "surface level" advice. Expect to be challenged, expect to be surprised and expect to maybe find a few laughs along the way as well.



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