

1. Which of the following is mandatory to include in any coaching agreement?
- (A) Client and coach responsibilities
 - (B) Client testimonials obtained with consent
 - (C) Coach's areas of expertise
 - (D) Guarantee of client outcomes
 - (E) Training programs the coach has completed

References:

Arloski M. Wellness Coaching for Lasting Lifestyle Change. 2nd ed. Duluth, MN: Whole Person Associates; 2014:101-115.

Jordan M. How to be a Health Coach: An Integrative Wellness Approach. San Rafael, CA: Global Medicine Enterprises; 2013:77-78.

Moore M, Jackson E, Tschannen-Moran, B. Coaching Psychology Manual. 2nd ed. Philadelphia, PA: Wolters Kluwer; 2016:126-129.

2.

A 46-year-old woman comes to the coach's office for her twenty-first weekly session. She has improved her sleep hygiene and decreased her level of stress. She is now focusing on weight loss. A section of their conversation is shown:

Client: I have struggled with my weight all my life. I gain it, lose it, and gain it again. Coach: That must be very frustrating.

Which of the following skills is the coach most likely demonstrating?

- (A) Being patient
- (B) Bottom-lining
- (C) Eliciting motivation
- (D) Empathizing
- (E) Summarizing

References:

Arloski M. Wellness Coaching for Lasting Lifestyle Change. 2nd ed. Duluth, MN: Whole Person Associates; 2014:247.

Bark L. The Wisdom of the Whole: Coaching for Joy, Health, and Success. San Francisco, CA: Create Space Press; 2011:290-293.

Dossey BM, Luck S, Schaub BG. Nurse Coaching: Integrative Approaches for Health and Wellbeing. North Miami, FL: International Nurse Coach Association; 2015:315-316.

Jordan M. How to be a Health Coach: An Integrative Wellness Approach. San Rafael, CA: Global Medicine Enterprises; 2013:100.

Livingstone JB, Gaffney J. Relationship Power in Health Care: Science of Behavior Change, Decision Making, and Clinician Self-Care. Boca Raton, FL: CRC Press; 2016:68-71.

Miller WR, Rollnick S. Motivational Interviewing: Helping People Change. 3rd ed. New York, NY: The Guilford Press; 2014:18, 392-393.

Moore M, Jackson E, Tschannen-Moran, B. Coaching Psychology Manual. 2nd ed. Philadelphia, PA: Wolters Kluwer; 2016:45-46, 58-62, 143-144.

Muth NG, Green DJ. Coaching Behavior Change. San Diego, CA: American Council on Exercise; 2014:18.

3.

A 30-year-old woman speaks with the coach on the phone as part of a lifestyle management program to decrease her level of stress. During today's session, the client sets a goal of practicing relaxation exercises that consist of deep breathing, light stretching, and visualization for at least 20 minutes daily. Based on this goal, the coach asks the client to rate her confidence on a 10-point scale, in which 0 is "not at all confident" and 10 is "extremely confident." The client responds with a rating of 7. Which of the following is the most appropriate response from the coach?

- (A) "Are you sure you are confident to achieve your goal?"
- (B) "What can you do to increase your confidence from a 7 to a 10?"
- (C) "Why did you rate your confidence as a 7 and not a 5?"
- (D) "Why did you rate your confidence as a 7 and not a 9?"

References:

Arloski M. Wellness Coaching for Lasting Lifestyle Change. 2nd ed. Duluth, MN: Whole Person Associates; 2014:133-137.

Jordan M. How to be a Health Coach: An Integrative Wellness Approach. San Rafael, CA: Global Medicine Enterprises; 2013:73.

Miller WR, Rollnick S. Motivational Interviewing: Helping People Change. 3rd ed. New York, NY: The Guilford Press; 2014:174-175, 216-217.

Moore M, Jackson E, Tschannen-Moran, B. Coaching Psychology Manual. 2nd ed. Philadelphia, PA: Wolters Kluwer; 2016:86-87.

4.

A 49-year-old man meets with the coach at the clinic for his first session. The client says, "My doctor sent me for diabetes health coaching because my blood sugar level was up a bit, but I think everything is fine right now. I do not have a family history of diabetes, and I feel great." This client is most likely in which of the following stages of change?

- (A) Precontemplation
- (B) Contemplation
- (C) Preparation
- (D) Action
- (E) Maintenance

References:

Arloski M. Wellness Coaching for Lasting Lifestyle Change. 2nd ed. Duluth, MN: Whole Person Associates; 2014:166-172.

Bark L. The Wisdom of the Whole: Coaching for Joy, Health, and Success. San Francisco, CA: Create Space Press; 2011:95-103.

Dossey BM, Luck S, Schaub BG. Nurse Coaching: Integrative Approaches for Health and Wellbeing. North Miami, FL: International Nurse Coach Association; 2015:298-303.

Jordan M. How to be a Health Coach: An Integrative Wellness Approach. San Rafael, CA: Global Medicine Enterprises; 2013:65-68.

Livingstone JB, Gaffney J. Relationship Power in Health Care: Science of Behavior Change, Decision Making, and Clinician Self-Care. Boca Raton, FL: CRC Press; 2016:32-33.

Moore M, Jackson E, Tschannen-Moran, B. Coaching Psychology Manual. 2nd ed. Philadelphia, PA: Wolters Kluwer; 2016:93-111.

Muth NG, Green DJ. Coaching Behavior Change. San Diego, CA: American Council on Exercise; 2014:45-57.

Prochaska JO, Prochaska JM. Changing to Thrive: Using the Stages of Change to Overcome the Top Threats to Your Health and Happiness. Center City, MN: Hazelden Publishing; 2016:1-32.

5.

A 50-year-old man speaks with the coach on the phone for his eighth weekly session. His goal is to do aerobic activity for 30 minutes five times weekly. The client mentions that his son is always reminding him to get up off of the couch and exercise, which annoys the client. To reframe the client's perception, which of the following is the most appropriate response by the coach?

- (A) "You do not like it when your son nags you."
- (B) "You want to be more active than you currently are."
- (C) "Your plan was to get 150 minutes of aerobic activity each week."
- (D) "Your son seems to care about your health."
- (E) "Your son sounds like a broken record."

References:

Arloski M. *Wellness Coaching for Lasting Lifestyle Change*. 2nd ed. Duluth, MN: Whole Person Associates; 2014:184-193.

Bark L. *The Wisdom of the Whole: Coaching for Joy, Health, and Success*. San Francisco, CA: Create Space Press; 2011:70-74, 179-185, 203-205.

Jordan M. *How to be a Health Coach: An Integrative Wellness Approach*. San Rafael, CA: Global Medicine Enterprises; 2013:103-104.

Kimsey-House H, Kimsey-House K, Sandahl P, Whitworth L. *Co-Active Coaching: Changing Business, Transforming Lives*. 3rd ed. Boston, MA: Nicholas Brealey Publishing; 2011:109.

Miller WR, Rollnick S. *Motivational Interviewing: Helping People Change*. 3rd ed. New York, NY: The Guilford Press; 2014:201-202, 220.

Moore M, Jackson E, Tschannen-Moran, B. *Coaching Psychology Manual*. 2nd ed. Philadelphia, PA: Wolters Kluwer; 2016:38-39.

6.

A 28-year-old woman speaks with the coach on the phone for her third session. The client has a goal to improve her health and appearance; she is not satisfied with her appearance due to weight gain. She went through a difficult divorce five years ago which has left her feeling resentful and cautious about relationships. She also "generally feels run down" because of work. Prior to this session, she took a strengths assessment. Her top five strengths were fairness, creativity, integrity, humility, and prudence. Her five lowest categories were perseverance, zest, bravery, capacity to love, and gratitude. Which of the following is the most appropriate approach for this client?

- (A) Encourage the client to engage in more social interactions
- (B) Encourage the client to use a gratitude journal
- (C) Establish a schedule to set aside regular time for deep breathing exercises
- (D) Explore the client's strengths to find creative ways to meet her goals
- (E) Suggest the client work on improving one of her lowest categories

References:

Arloski M. Wellness Coaching for Lasting Lifestyle Change. 2nd ed. Duluth, MN: Whole Person Associates; 2014:189-193.

Bark L. The Wisdom of the Whole: Coaching for Joy, Health, and Success. San Francisco, CA: Create Space Press; 2011:141.

Dossey BM, Luck S, Schaub BG. Nurse Coaching: Integrative Approaches for Health and Wellbeing. North Miami, FL: International Nurse Coach Association; 2015:88-92.

Jordan M. How to be a Health Coach: An Integrative Wellness Approach. San Rafael, CA: Global Medicine Enterprises; 2013:101-102.

Miller WR, Rollnick S. Motivational Interviewing: Helping People Change. 3rd ed. New York, NY: The Guilford Press; 2014:219.

Moore M, Jackson E, Tschannen-Moran, B. Coaching Psychology Manual. 2nd ed. Philadelphia, PA: Wolters Kluwer; 2016:63-75.

Muth NG, Green DJ. Coaching Behavior Change. San Diego, CA: American Council on Exercise; 2014:27-41.

7.

A 56-year-old man has met with the coach for the past 3 months because he wants to modify his food intake after being diagnosed with diabetes. His primary care provider told him she wants to closely monitor changes in his hemoglobin A_{1c} every 6 months. The client emails the coach with a brief summary of his visit and asks, "What is A_{1c}?" Which of the following is the most appropriate response by the coach?

- (A) "It is the average blood sugar level over time."
- (B) "It is the average fasting blood sugar level."
- (C) "It is the average cholesterol level in your blood over time."
- (D) "It is the average hemoglobin level in your red blood cells."
- (E) "It is the average number of red blood cells in your blood over time."

Reference:

ADA website: Diagnosing diabetes (<http://www.diabetes.org/diabetes-basics/diagnosis/>). Accessed May 5, 2017.

8.

Which of the following health metrics is a screening measure of body fat based on height and weight?

- (A) Bioelectrical impedance-derived weight
- (B) Body mass index
- (C) Hydrostatic weighing
- (D) Skinfold measurements
- (E) Waist circumference

Reference:

CDC.gov: Defining adult overweight and obesity (<https://www.cdc.gov/obesity/adult/defining.html>). Accessed May 5, 2017.

9.

A 24-year-old man speaks with the coach on the phone for his second session. The client expresses concern about his overall health because both of his parents had type 2 diabetes, and his father died of a heart attack at the age of 58 years. Because of these risk factors, the client is pleased to tell the coach that his most recent triglyceride level was 130 mg/dL. Which of the following best explains why this client was pleased to report this value to his coach?

- (A) Triglycerides are a type of lipid found in the blood and are an important factor in heart health
- (B) Triglycerides are a type of lipid found in the blood and are the primary indicator of whether or not a client's diabetes is under control
- (C) Triglycerides are a type of protein found in the blood and are the primary indicator of whether or not a client's diabetes is under control
- (D) Triglycerides are a type of sugar found in the blood and are an important factor in heart health
- (E) Triglycerides are a type of sugar found in the blood and are the primary indicator of whether or not a client's diabetes is under control

Reference:

CDC.gov: LDL and HDL: "bad" and "good" cholesterol (https://www.cdc.gov/cholesterol/ldl_hdl.htm). Accessed May 5, 2017.

10.

A coach is also a well-trained aromatherapist and a distributor for a particular brand of essential oils. When the coach establishes the coaching agreement with her clients, she discloses her training in aromatherapy and informs clients that she may make relevant aromatherapy recommendations. She does not mention her investment as a distributor of essential oils. In her practice, her recommendations almost always involve her own brand of essential oils. According to the ICHWC Code of Ethics, which of the following ethical principles is most likely being violated by this coach's actions?

- (A) Confidentiality
- (B) Conflict of interest
- (C) Consent
- (D) Professional boundaries
- (E) Scope of practice

Reference:

ICHWC Code of Ethics. ICHWC Web Site. <http://ichwc.org/wp-content/uploads/2015/03/Final-Code-of-Ethics-Feb-1-ICHWC.pdf>. Updated February 1, 2017.

Answer Key:

1. A
2. D
3. C
4. A
5. D
6. D
7. A
8. B
9. A
10. B