

1.

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.

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

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.

2.

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>).

3.

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.

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.

4.

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.

5.

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 next 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.

6. 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.

7.

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 NBHWC 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:

NBHWC Code of Ethics. NBHWC Web Site. https://nbhwc.org/wp-content/uploads/2019/04/FINAL-Code-of-Ethics-4_15_19.pdf

8.

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.

9.

A 42-year-old woman comes to the coach's office for her first session. She wants to go back to school, but she is worried about how she would find time for it. She works full-time and has four teenage children. Which of the following is the most appropriate initial response by the coach?

- (A) "Coaching will ensure that you go back to school by holding you accountable."
- (B) "Given how busy you are both at home and work, is it the right time to consider going back to school?"
- (C) "Last year I worked with another client with similar goals, and she is doing quite well with balancing everything."
- (D) "What do you hope to gain from coaching that would support you to make this decision?"
- (E) "What has been getting in the way so far?"

Reference:

Kimsey-House, H., Kimsey-House, K., Sandhal, P., Whitworth, L. Co-Active Coaching: Changing Business, Transforming Lives. 3rd ed. US: Nicholas Brealey Publishing; 2011:22-27.

10.

A 32-year-old woman comes to the coach's office for her third session. The client is eager to start losing weight and decreasing her stress level related to her new job, and she wants the coach to provide immediate guidance on how she can accomplish these goals. During the session, the coach gives the client an exercise to help her distinguish between which of her goals are important and which of her goals are urgent. Which of the following best describes the purpose of this exercise?

- (A) Clarify the next steps the client is willing to take to achieve her goals
- (B) Define the client's long-term goals that will lead to her desired outcomes
- (C) Explore the client's willingness to commit to changes in her lifestyle
- (D) Identify the assumptions that the client has about healthy lifestyle change
- (E) Increase the client's confidence in reaching her goals

Reference:

Arloski M. Wellness Coaching for Lasting Lifestyle Change. 2nd ed. Duluth, MN: Whole Person Associates; 2014:162-166.

11.

A 79-year-old man meets with the coach at his primary care provider's office for his second session. He was recently diagnosed with cardiovascular disease and wants to make lifestyle changes to decrease his risk factors. Today, he is ready to set small, manageable goals. He wants to start making a grocery list so he can prepare more meals at home. The coach asks the client what might get in the way of the goal. The client responds, "I am afraid I will forget to make the list over the weekend." Which of the following is the most appropriate response by the coach?

- (A) "It sounds like you are having issues with your memory."
- (B) "People your age often forget."
- (C) "What is the worst that could happen if you forget the list?"
- (D) "You are worried about not following through with your goal because you might forget."
- (E) "Your list is really going to set you up for success."

Reference:

Moore M, Jackson E, Tschannen-Moran B. Coaching Psychology Manual. 2nd ed. Philadelphia, PA: Wolters Kluwer; 2016:84.

12.

A 26-year-old man comes to the coach's office for his ninth weekly session. He was diagnosed with metabolic syndrome 7 months ago. He has been working earnestly on his goal to decrease his BMI from 32 kg/m² to less than 27 kg/m². He made steady progress in the first 7 weeks, but his weight has plateaued during the past 2 weeks. The client decided to further decrease his caloric intake by 200 calories daily. When the coach assesses the client's confidence about decreasing his caloric intake this week, using a 10-point scale, in which 0 is "not at all confident" and 10 is "extremely confident," the client rates his confidence as a 6. Which of the following is the most appropriate next step by the coach?

- (A) Brainstorm alternative actions for the client to achieve continued weight loss
- (B) Explore with the client what it would take to increase his confidence
- (C) Inquire about the client's accountability plan
- (D) Inquire if the client has the resources needed to meet his goal
- (E) Trust that the client is confident enough to meet his goal

References:

Dossey BM, Luck S, & Schaub B.G. Nurse Coaching: Integrative Approaches for Health and Wellbeing. North Miami, FL: International Nurse Coach Association; 2014:314-321.

Jordan M. How to Be a Health Coach: An Integrative Wellness Approach. 2nd ed. San Rafael, CA: Global Medicine Enterprises, Inc; 2013:71-73.

Miller WR, Rollnick S. Motivational Interviewing: Helping People Change. New York, NY: Guilford Press; 2013.

Moore M, Jackson E, & Tschannen-Moran B. Coaching Psychology Manual. 2nd ed. Philadelphia, PA. Wolters Kluwer; 2015:77-91.

Muth NG, Green DJ. Coaching Behavior Change. San Diego, CA: American Council on Exercise. 2014:59-71.

13.

After undergoing a biometric screening at his company's annual health fair, a 38-year-old man meets with the nurse-coach for a 15-minute laser coaching session to review his results. He is 188 cm (6 ft 2 in) tall and weighs 84.8 kg (187 lb); his BMI is 24 kg/m². His blood pressure is 134/84 mm Hg. His fasting blood sugar level is 81 mg/dL. Which of the following findings is outside of the normal range for this client?

- (A) Blood pressure
- (B) Blood sugar level
- (C) BMI
- (D) Weight

Reference:

American College of Cardiology, New ACC/AHA Blood Pressure Guidelines Lower Definition of Hypertension.
<https://www.acc.org/latest-in-cardiology/articles/2017/11/08/11/47/mon-5pm-bp-guideline-aha-2017>.

14.

According to the Centers for Disease Control and Prevention, which of the following is the most common preventable cause of death in the United States?

- (A) Alcohol use
- (B) Firearm-related incidents
- (C) Illicit drug use
- (D) Obesity
- (E) Tobacco use

Reference:

Health Effects of Cigarette Smoking. Centers for Disease Control and Prevention Web site. https://www.cdc.gov/tobacco/data_statistics/fact_sheets/health_effects/effects_cig_smoking/.

15.

A 45-year-old woman comes to the coach's office for her eighth session. She began coaching after relocating for her job to work on a "fresh start." In her early sessions, the client was positive and made significant progress. After the client was laid off from her job, the coach has noticed that her mood has shifted from upbeat and optimistic to sad and unhappy. Today, her posture is visibly slumped, and her appearance is disheveled. The coach reflects these observations, and the client responds, "Life is too hard right now, and I do not see it getting better." Which of the following is the most appropriate next step by the coach?

- (A) Advise the client that her situation is outside of the coach's scope of practice and offer to connect her with a mental health professional
- (B) Encourage the client to explore her network and to reach out to her support system
- (C) Redirect the conversation to a positive topic and persuade the client to focus on future opportunities
- (D) Reflect on the client's past successes and explore her personal strengths

References:

Health & Wellness Coach Scope of Practice. https://nbhwc.org/wp-content/uploads/2019/04/FINAL-NBHWC-Health-Wellness-Coach-Scope-of-Practice-4_15_19.pdf.

Moore M, Jackson E, Tschannen-Moran B. Coaching Psychology Manual. 2nd ed. Philadelphia, PA: Wolters Kluwer; 2016:20-21, 114, 120.

Answer Key:

1. A
2. B
3. D
4. D
5. C
6. A
7. B
8. D
9. D
10. B
11. D
12. B
13. A
14. E
15. A