While, according to the counselor Raffaello Rossi, the four qualities of a good coaching relationship are acceptance, listening, authenticity, and alliance (the four A model: accoglienza, ascolto, alleanza, autenticità).  

The listening is never passive, but dynamical – implying a continuous feedback between the coach and the coachee – and active, implying content paraphrasing, verbalizing emotions, repetition of a word or of the entire content (processes termed as constructive listening by Raffaello Rossi and as dynamical monitoring by Alessandro Pannitti and Franco Rossi). Incoaching® is an effective instrument by which the coach explores the coachee’s self-government and self-management crisis, the perceived present and the desired future, removes the inner obstacles, introduces facilitating elements, shows new options and action plans, enhances the client’s self-awareness and stimulates lateral thinking and creativity.

We do recommend this book to health psychologists since they could benefit a lot from a manual describing coaching techniques. Motivational Interviewing (MI) and health coaching are emerging as innovative approaches that can complement health promotion and help the health psychologist to motivate the patient.  

Negative thinking, wrong beliefs, in fact, may lead to a low level of compliance and adherence to the treatment. Restructuring and reframing the patient’s beliefs, and empowering the patient are thus of crucial and strategic importance.

References


