

# **CALIBRATING CONVERSATION LOOK/LISTEN FORS**

The calibrating conversation video should be no longer than 20 minutes and should use a pattern of pausing, paraphrasing and posing questions to address each of the regions of the map.

## **Rapport**

Evident throughout the conversation

## **Pausing**

Pauses when planner is thinking

Wait time I and II: Pauses at least 3-5 seconds after paraphrasing and posing questions.

Wait time III: Pauses before paraphrasing and posing questions

## **Paraphrasing**

Are concise

Paraphrases the answer to the question posed

Includes a variety of advanced paraphrases

## **Posing Questions:**

Contain elements of an invitation

Are about thinking, not doing

Are concise

Appropriately access States of Mind

## **3<sup>rd</sup> Point**

Uses assessment tool/rubric as 3<sup>rd</sup> point in first three neighborhoods, as appropriate

Maintain focus on desired placement, using 3<sup>rd</sup> point

## **Cognitive Shift**

If achieved, is acknowledged by coach