

The Language of Choice

Which of these describes your more likely reactions?

1. When you then you can (Creating a strong cause effect link.)

- When you - think about what I am saying - then you will realise that - you have choices. And when you think about the choices - then you will - realise which is the right one to take.
- You can - (state what you want the child to do) or you can continue with these behaviours. You - have a choice. Of course, if you continue then there will be consequences, so - it is up to you.

2. Can you? (Turning a command into a question is a powerful way of eliciting the response you want.)

- Can you - close the door please?
- Can you - listen carefully to what I'm saying?
- Can you - tell me what you think should happen next?

3. Because . . . people like reasons to do things

- You can - make the right choice here because I am handing - responsibility for this decision over to you.
- You can sit in this chair here, because this will give you time to - think about your choices and have time to - make the right choice.

4. I'm not going to tell you – because – (You tell the listener you are not going to tell them what to do, but you just have; and the because gives them a reason for doing it.)

- (Give the listener the choice) I'm not going to tell you which to - make the right choice - because you know best how to do this.

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5. I don't know if you've begun to notice – (Takes the listener into an internal world and helps to defuse the situation.)

- I don't know if you've begun to notice- how much better it is for you to have a choice about the way forward, because you have choices here.

6. You don't have to – (Is a lovely way to embed a command.)

- You don't have to - comply with my rules now. You have a choice. I don't know whether you have noticed how good it feels when you - think about the choices - weigh them up - and make the right choice?