

# Mentoring Matters: A Practical Guide to Learning-Focused Relationship

# Learn by Viewing: Processing a Learning-focused Conversation Model

Choose a conversation video. (Download conversation video at: [www.miravia.com/resources/mm-video-exercises](http://www.miravia.com/resources/mm-video-exercises) and download transcript at: [www.miravia.com/resources/mentoring-matters](http://www.miravia.com/resources/mentoring-matters))

Follow suggestions below.

Areas of Focus	Beginning Level Question	Advanced Level Question
Continuum of Interaction Review pages 37-51 or Table 3.3, page 49	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>Identify transitions from one stance on the Continuum of Interaction to another.</li> <li>Identify type(s) of consultative shift(s) in the conversation.</li> <li>What are you noticing regarding when and why the growth agent shifts on the Continuum of Interaction?</li> </ul> <p><b>After Watching:</b></p> <ul style="list-style-type: none"> <li>Look over the transcript and your notes of Continuum of Interaction shifts to review the language.</li> </ul>	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>Identify the language patterns or pivot points for transitions from Coaching to other stances on the Continuum of Interaction.</li> <li>What are you noticing regarding how the growth agent's verbal and non-verbal language is congruent with their stance?</li> </ul> <p><b>After Watching:</b></p> <ul style="list-style-type: none"> <li>Review the transcript for additional language patterns or pivot points in the conversation for shifts in the Continuum of Interaction.</li> </ul>

Areas of Focus	Beginning Level Question	Advanced Level Question
Attending Fully Review pages 17-18	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>Take note of the indicators that the mentor is attending fully in this conversation.</li> </ul>	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>In what ways is the mentor able to use a third point in the conversation as a referential tool or space for data analysis?</li> </ul>

Areas of Focus	Beginning Level Question (After Initial 2-4 Days of Training)	Advanced Level Question (More than 4 Days of Training)
Invitational Inquiry Review pages 67-71 or Figure 4.4, page 73	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>Script the inquiries used by the mentor in the conversation.</li> <li>Note the pause time required for each partner.</li> </ul> <p><b>After Watching:</b></p> <ul style="list-style-type: none"> <li>Look at your scripted inquiries and note the use of positive presuppositions and invitational language.</li> <li>Consider connections between the pause time and cognitive focus of each inquiry.</li> </ul>	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>Script the inquiries used by the mentor in the conversation.</li> <li>Consider the inquiries in this conversation and the ways they will increase the capacity of the practitioner related to self-talk and the development of expertise.</li> </ul> <p><b>After Watching:</b></p> <ul style="list-style-type: none"> <li>Review the transcript for additional language patterns or pivot points in the conversation for shifts in the Continuum of Interaction.</li> </ul>

Areas of Focus	Beginning Level Question (After Initial 2-4 Days of Training)	Advanced Level Question (More than 4 Days of Training)
Pause Review pages 60-61	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>Log pauses; frequency and duration if possible.</li> </ul> <p><b>After Watching:</b></p> <ul style="list-style-type: none"> <li>Categorize the pauses into the four types of pause in the conversation.</li> </ul>	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>Watch for the use of pause to produce a climate for thinking. Note in the conversation a place where the pause can be identified as “think time.”</li> </ul> <p><b>After Watching:</b></p> <ul style="list-style-type: none"> <li>What were some influences of the pause in this conversation?</li> </ul>

Areas of Focus	Beginning Level Question	Advanced Level Question
Paraphrase Review pages 62-66	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>Script the paraphrases used by the mentor in the conversation.</li> </ul> <p><b>After Watching:</b></p> <ul style="list-style-type: none"> <li>Using your notes and the transcript, consider how the paraphrase is a connecting point for the next mentor move.</li> </ul>	<p><b>While Watching:</b></p> <ul style="list-style-type: none"> <li>Note the paraphrases in the conversation. What are you noticing about the paraphrase response by the practitioner or with the next move in the conversation by the mentor?</li> </ul> <p><b>After Watching:</b></p> <ul style="list-style-type: none"> <li>Using your notes and the transcript, consider ways in which the paraphrase seemed to influence thinking and momentum in the conversation.</li> </ul>