

	Verbal classification	Example	Response question
<i>Distortions</i>			
Mind-reads	Statements that read the thoughts of another person	She doesn't rate me.	How do you know she doesn't rate you?
Lost performative	The statement has no ownership <i>Trigger</i> . It's ...	It's indulgent to take so much time over this task.	Who says it's indulgent to take so much time over this task? According to whom? How do you know it's indulgent?
Cause and effect	There is a time delay, in that one action gives rise to an effect subsequently, or one action causes an effect <i>Triggers</i> If ... then ... Makes ...	If he calls out in class, then it makes me angry. Her disorganized approach to things makes me struggle.	How does him calling out in class cause you to choose to feel angry? How specifically, does <i>her</i> disorganization cause <i>you</i> to struggle?
Complex equivalent	One action is equal to the outcome (different to cause and effect where one action causes another) <i>Trigger</i> Means ...	Her ignoring me means she hates me. Being a July baby means I lose out.	How specifically does her ignoring you mean she hates you? How specifically does being a July baby mean you lose out?
<i>Generalizations</i>			
Universal quantifiers	Words that create sweeping generalizations <i>Triggers</i> Always, totally, ever, never ...	He's always late. She won't ever comply. It's never going to work.	When is he on time? What would happen if she did? Never?
Modal operators of necessity and possibility	Words which imply choice or compulsion Have to, must, can't ...	I can't do the job. I can't take the next step. I have to do it.	What prevents you? What would happen if you did? Have to? Who says you have to?
<i>Deletions</i>			
Comparative deletion	The factor that something is being compared to is not mentioned	That's expensive. You're lucky.	Compared to what? Compared to?
Nominalizations	The person, team or organization has been deleted <i>Triggers</i> we, they ...	We have an issue. They are saying ...	Who specifically has the issue? Who are 'they'?

From Thomas W. (2005) [Coaching Solutions Resource Book](#)