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# SITUATIONS FOCUSED OPEN MODEL

SFBTA CONFERENCE, SANTA FE, NM, 2014

**ISEBAERT**

DE SHAZER, BERG

RATNER, IVESON, HJERTH,  
VOGT, MILLER, DOLAN,  
FURMAN, MACDONALD,  
THOMAS, PANAYOTOV,  
LELONKIEWICZ, ANDERSON

(CO - )

**OBSERVE & THINK  
& CREATE MEANINGS**

PROBLEM FOCUSED

VS

SOLUTION FOCUSED

NO MORE PROBLEMS...

NO MORE SOLUTIONS...

**JUST SITUATIONS**

STAY

SITUATIONS-FOCUSED

- / + OF THE:

PRESENT SITUATIONS

PREFERRED SITUATIONS

DATA SITUATIONS

WORK WITHIN  
PERCEPTIONS OF THE:

**CLIENT** (OF COURSE;)

**OTHERS** (ALSO OF COURSE;)

& OF COURSE "THERAPIST"

OTHERS **CLIENT** THERAPIST

ALL OF THEM CAN CO-CREATE  
PICTURE OF THE  
PREFERRED SITUATION

USING **MQ**



THERAPIST USES MQ ASKING IT TO HIMSELF



TALKING ABOUT "-"  
CREATES MORE TALK ABOUT "-"

TALKING ABOUT "+"  
CREATES MORE TALK ABOUT "+"

BOTH CAN CO-CREATE CONTEXT  
FOR

**"PREFERRED CHANGE"**

# SITUATIONS' SCALING THROUGH "- " PERSPECTIVE

ON A SCALE FROM 1 TO 10 WHERE  
1 MEANS

"YOU EXPERIENCE IT AS A SMALL  
DIFFICULTY"

AND 10 MEANS

"YOU EXPERIENCE IT AS THE  
BIGGEST DIFFICULTY YOU'VE  
EVER FACED",

WHERE WOULD YOU MARK THIS  
SITUATION ON THAT SCALE?

OPTION, ESPECIALLY WHEN 10:

WHAT NUMBER WOULD YOU GIVE TO THE THE MOST  
DIFFICULT SITUATION ONE CAN EVER FACE?

-LATER ABOUT CLIENT'S SITUATION

SO YOU'RE ON X! WHAT HELPS YOU COPING WITH THIS  
SITUATION IN ANY USEFUL WAY AND NOT LETTING IT TO BE  
EVEN MORE DIFFICULT?

LATER

WHAT IS THE PICTURE OF "A LITTLE BIT MORE DIFFICULT  
SITUATION? WHEN IT WAS A LITTLE BIT MORE DIFFICULT?  
WHAT HELPED YOU IN ANY WAY? WHAT WAS THE FIRST SIGN  
OF THIS SITUATION TO BE LESS DIFFICULT?

LATER

WHAT IS THE PICTURE OF A LITTLE LESS DIFFICULT  
SITUATION? WHEN YOU ALREADY EXPERIENCED SUCH  
IMPROVEMENT TO MOVE DOWN?

LATER

LET'S CONSIDER WHAT YOU AND ME KNOW ABOUT OTHER  
PEOPLE EXPERIENCE WHICH MIGHT BE POSSIBLY USEFUL?



# SITUATION'S SCALING



CONCEPT OF EXCEPTIONS USED AS A  
SOURCE OF CLIENTS' "KNOW-HOW" -  
LOOKING FOR USEFUL DATA

DATA SITUATIONS -

ANY INTERNAL OR EXTERNAL SITUATION  
FROM THE PRESENT OR THE PAST WHICH  
INCLUDES POSSIBLY USEFUL "KNOW-HOW"  
FOR ACHIEVING CLIENTS' (OTHERS')  
"PREFERRED SITUATION"

RECALL A SITUATION WHEN YOU WERE  
ABLE TO CONNECT TO OUTER EXPERIENCE,  
KNOWLEDGE OR PERCEPTIONS THAT WERE  
SOMEHOW USEFUL FOR YOU IN ACHIEVING  
YOUR DESIRED CHANGE

DESCRIBE WHEN AND HOW IT HAPPENED?  
HOW COME THAT YOU MADE USE OF IT?

# DATA SITUATIONS

## GETTING AUTHORIZATION

# CLIENTS' KNOW-HOW BASED ON THEIR OWN EXPERIENCE

# CLIENTS' KNOW-HOW BASED ON OTHERS' EXPERIENCE

# OTHERS' KNOW-HOW

# THERAPIST'S KNOW-HOW  
BASED ON OTHERS' EXPERIENCE

# THERAPIST'S KNOWLEDGE  
BASED ON SO CALLED  
PROFESSIONAL KNOW-HOW



# INTRODUCING OTHERS' EXPERIENCE





**THANKS FOR BEING WITH - US TODAY!!!**

**WE CREATE AND EXPERIENCE SO**

**MANY SITUATIONS!**

**WHAT IS YOUR PREFERRED SITUATION**

**ABOUT YOUR SF APPROACH?**

