

One of many decision trees extract from PracticeOps – Troubleshooting Client Challenges

Resistance Pattern Decision Tree

Step 1: Identify Resistance Type

Question: What type of resistance are you observing?

A. Intellectual Distancing

- Client over-analyzes without taking action
- Focuses on theory rather than practical application
- Deflects emotional content with rational explanations

B. Deference Pattern

- Client agrees too readily without genuine buy-in
- Avoids expressing disagreement or alternative views
- Seeks constant approval or validation

C. Indirect Resistance

- Client shows non-verbal disagreement (body language, tone)
- Provides vague or non-committal responses
- Changes subject when challenged

D. Time/Privacy Boundaries

- Client seems uncomfortable with disclosure expectations
- Shows resistance to deadlines or time-based goals
- Expresses concern about pace of change

Step 2: Apply Corresponding Intervention

For Pattern A (Intellectual Distancing): → Use [Script D](#) (Bridging Analysis to Action)

For Pattern B (Deference): → Use [Script E](#) (Inviting Authentic Disagreement)

For Pattern C (Indirect Resistance): → Use [Script F](#) (Addressing Unspoken Concerns)

For Pattern D (Time/Privacy): → Use [Script G](#) (Negotiating Cultural Boundaries)