

IAHC Certification Practice Exam (Sample)

Study Guide



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SAMPLE

Questions

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- 1. Which of the following is an example of a pre-framing phrase that a coach might use?**
 - A. "Think about what you might achieve this month."**
 - B. "You're doing great, but don't expect too much."**
 - C. "Next week may be tough for many, so keep this in mind."**
 - D. "Let's focus only on the negatives for now."**
- 2. What is a key element of Critical Coaching Step/Skill #7?**
 - A. Celebrating client successes**
 - B. Establishing a communication plan**
 - C. Using technical jargon in discussions**
 - D. Allowing for unlimited session times**
- 3. In the sales context, what is the impact of checking in with a client after visualization?**
 - A. It may cause confusion**
 - B. It encourages the client to reflect on their feelings**
 - C. It halts the session's flow**
 - D. It focuses solely on sales tactics**
- 4. In which stage does a client actively implement their change plan?**
 - A. Contemplation**
 - B. Pre-contemplation**
 - C. Action**
 - D. Termination**
- 5. What is the concept of pre-framing in coaching?**
 - A. A technique used to understand client preferences**
 - B. A method to assess coaching effectiveness**
 - C. A strategy to help clients view challenges positively**
 - D. A way to analyze previous coaching sessions**

- 6. When should a health coach refer a client to another professional?**
- A. When the client has minor issues**
 - B. When they lack interest in coaching**
 - C. When complex health concerns are present**
 - D. When the client requests it**
- 7. During the closing phase of a sales call, what is an effective method to ensure you understand the client's goals?**
- A. Summarizing their desires back to them**
 - B. Asking them to fill out a form**
 - C. Sharing your own experiences**
 - D. Providing a list of services**
- 8. Which of the following is a predictor of success in goal setting?**
- A. A vague vision**
 - B. Written down goals**
 - C. Avoiding accountability**
 - D. Lack of motivation**
- 9. Which of the following is an element of an effective coaching plan?**
- A. A rigid structure**
 - B. Accountability**
 - C. Only long-term plans**
 - D. Immediate results**
- 10. What is one of the key responsibilities of health coaches regarding clients' privacy?**
- A. Providing clients with all personal information about other clients**
 - B. Practicing confidentiality, security, and privacy**
 - C. Sharing client stories for educational purposes**
 - D. Discussing client issues openly with peers**

Answers

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1. C
2. B
3. B
4. C
5. C
6. C
7. A
8. B
9. B
10. B

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Explanations

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1. Which of the following is an example of a pre-framing phrase that a coach might use?
- A. "Think about what you might achieve this month."
 - B. "You're doing great, but don't expect too much."
 - C. "Next week may be tough for many, so keep this in mind."**
 - D. "Let's focus only on the negatives for now."

A pre-framing phrase is designed to set the context or mindset for a conversation or session, helping participants to prepare mentally for the topics that will be addressed. The correct choice demonstrates this concept by acknowledging a potential challenge that participants might face in the upcoming week. By stating that "next week may be tough for many," the phrase prepares the coach and the clients to discuss strategies to overcome these challenges, thereby guiding the focus in a constructive way. This type of framing can help set a realistic expectation and encourage proactive thinking among clients, which is crucial in coaching scenarios. The recognition of future difficulties also promotes resilience and planning, fostering a mindset that is oriented towards growth and adaptation. In contrast, other options either lack a constructive framing, do not effectively prepare the participants for meaningful discussion, or direct attention solely to negative aspects without encouraging a positive or solution-oriented mindset.

2. What is a key element of Critical Coaching Step/Skill #7?
- A. Celebrating client successes
 - B. Establishing a communication plan**
 - C. Using technical jargon in discussions
 - D. Allowing for unlimited session times

A key element of Critical Coaching Step/Skill #7 is establishing a communication plan. This step is crucial in coaching as it lays the foundation for effective interaction between the coach and the client. A communication plan helps clarify how information will be shared, what methods will be used to communicate, and ensures that both parties have aligned expectations about their interactions. It facilitates openness, trust, and accountability, which are essential for a successful coaching relationship. By setting up a structured way to communicate, coaches can ensure that they stay on track with their goals and that the client feels supported throughout their journey. This approach enhances the overall coaching experience and helps in addressing any issues or concerns proactively.

3. In the sales context, what is the impact of checking in with a client after visualization?

- A. It may cause confusion**
- B. It encourages the client to reflect on their feelings**
- C. It halts the session's flow**
- D. It focuses solely on sales tactics**

The impact of checking in with a client after visualization is significant because it encourages the client to reflect on their feelings. This step is crucial in the sales process, as it allows the salesperson to understand the client's emotional responses and thoughts prompted by the visualization exercise. By engaging the client in discussion about their feelings, the salesperson can establish a deeper connection and gain insights into what resonates with the client. This reflection can lead to more meaningful conversations, helping to tailor the sales approach to better align with the client's needs and desires, ultimately fostering trust and rapport.

4. In which stage does a client actively implement their change plan?

- A. Contemplation**
- B. Pre-contemplation**
- C. Action**
- D. Termination**

The stage in which a client actively implements their change plan is the Action stage. This stage is characterized by visible behavioral changes and the implementation of strategies that have been discussed and planned. During the Action stage, clients take tangible steps towards achieving their goals, which may include adopting new behaviors, seeking support, or making lifestyle changes. This is a critical phase where intentions are put into action, and motivation is generally high. Clients are engaged in proactive efforts to alter their habits or behaviors in line with their change plan. Successful navigation of this stage often leads to significant improvements or desired outcomes. The other stages represent different levels of readiness and commitment to change. The Contemplation stage involves recognizing the need for change but not yet taking action. The Pre-contemplation stage signifies a lack of awareness or consideration of needing change. The Termination stage typically refers to the point at which the new behavior has been fully integrated into the individual's lifestyle and there is no longer a risk of relapse, marking the end of the active change process.

5. What is the concept of pre-framing in coaching?

- A. A technique used to understand client preferences**
- B. A method to assess coaching effectiveness**
- C. A strategy to help clients view challenges positively**
- D. A way to analyze previous coaching sessions**

Pre-framing in coaching is primarily about setting the stage for how clients perceive their challenges and experiences. It involves guiding clients to adopt a positive and constructive perspective before they engage with their issues or goals. By doing this, coaches can help clients mitigate negativity, reduce anxiety, and create a mental framework that encourages resilience and empowerment. When clients approach challenges with a positive mindset, they are more likely to find solutions, explore opportunities, and maintain motivation throughout the coaching process. The strategy of pre-framing allows clients to recontextualize their experiences, transforming potential obstacles into valuable learning opportunities or stepping stones toward their objectives. While understanding client preferences, assessing coaching effectiveness, and analyzing previous sessions are important aspects of the coaching process, they do not encapsulate the essence of pre-framing. This concept specifically focuses on shifting a client's viewpoint toward a more optimistic and proactive orientation regarding their challenges and goals.

6. When should a health coach refer a client to another professional?

- A. When the client has minor issues**
- B. When they lack interest in coaching**
- C. When complex health concerns are present**
- D. When the client requests it**

A health coach should refer a client to another professional when complex health concerns are present. This is crucial because health coaches are typically focused on wellness and behavior change rather than medical treatment. Complex health issues can include chronic illnesses, psychological disorders, or any conditions requiring specialized knowledge or intervention that exceeds the coach's training. By recognizing the limits of their expertise, health coaches ensure that clients receive appropriate care tailored to their specific needs. Referral to a qualified professional, such as a dietitian, therapist, or physician, can offer clients better-suited interventions and support, ultimately contributing to their overall health and well-being. In contrast, referring a client for minor issues may not be necessary, as these are often within the scope of practice for health coaches. A lack of interest in coaching is also not a valid reason for referral; instead, it may signal a need for motivation or reevaluation of goals. Lastly, while client requests can lead to a referral, it is essential to prioritize the complexity of the client's health concerns as the primary basis for determining whether a referral is warranted.

7. During the closing phase of a sales call, what is an effective method to ensure you understand the client's goals?

A. Summarizing their desires back to them

B. Asking them to fill out a form

C. Sharing your own experiences

D. Providing a list of services

Summarizing the client's desires back to them is an effective method during the closing phase of a sales call because it demonstrates active listening and ensures that both you and the client are aligned on their goals. By paraphrasing or restating what the client has expressed, you clarify any misunderstandings and reinforce their needs. This approach not only shows that you value their input but also allows the client to confirm or adjust their goals, facilitating a more productive dialogue and solidifying trust in the relationship. This technique often leads to a stronger emotional connection as it conveys empathy and attentiveness. It allows the client to feel heard and understood, which can be a crucial factor in their decision-making process. Consequently, when clients recognize that their objectives are recognized and prioritized, they are more likely to engage positively with the proposed solutions. In contrast, other methods such as asking clients to fill out a form may not foster the same level of engagement, as it can feel impersonal and detached. Sharing your own experiences may steer the focus away from the client's specific needs and dilute the conversation. Providing a list of services can come off as a sales pitch rather than a tailored approach to understanding the client's unique requirements. Thus, when the goal is to ensure understanding and alignment with

8. Which of the following is a predictor of success in goal setting?

A. A vague vision

B. Written down goals

C. Avoiding accountability

D. Lack of motivation

Written down goals are a critical predictor of success in goal setting because they provide clarity and focus for individuals. When goals are articulated and documented, they become tangible, helping individuals to better visualize what they want to achieve. This process of writing down goals fosters commitment and serves as a constant reminder of what one is striving for. Moreover, written goals can be tracked, which allows individuals to monitor their progress and make necessary adjustments along the way. This form of commitment is essential in overcoming obstacles and maintaining motivation throughout the journey toward achieving those goals. In contrast, a vague vision lacks specificity, making it difficult to create actionable steps toward success. Likewise, avoiding accountability removes essential external checks that can motivate and push individuals to stay on course. Finally, a lack of motivation undermines any goal-setting efforts, as the drive to pursue goals is critical to achieving them.

9. Which of the following is an element of an effective coaching plan?

- A. A rigid structure**
- B. Accountability**
- C. Only long-term plans**
- D. Immediate results**

An effective coaching plan incorporates accountability as a fundamental element. Accountability ensures that both the coach and the individual being coached have clear responsibilities and commitments to achieve defined goals. This aspect fosters a supportive environment where progress can be tracked, and adjustments can be made as needed based on performance and feedback. By establishing accountability, individuals are more likely to stay engaged in the coaching process, as they recognize their active role in achieving outcomes. This encourages a sense of ownership over their development and motivates them to work towards their objectives, resulting in more meaningful progress and lasting changes. While other approaches might include aspects like immediate results or a rigid structure, these do not contribute to the long-term benefits and enduring success that a focus on accountability can provide. A coaching plan that centers on accountability is adaptable, encourages ongoing dialogue, and reinforces the coaching commitments made by all parties involved.

10. What is one of the key responsibilities of health coaches regarding clients' privacy?

- A. Providing clients with all personal information about other clients**
- B. Practicing confidentiality, security, and privacy**
- C. Sharing client stories for educational purposes**
- D. Discussing client issues openly with peers**

The key responsibility of health coaches regarding clients' privacy is practicing confidentiality, security, and privacy. This principle is fundamental in fostering trust between the coach and the client, as it ensures that any personal information shared during sessions remains confidential. By prioritizing confidentiality, health coaches create a safe environment where clients can freely discuss their health concerns without fear of their information being disclosed. This is crucial not only for the ethical practice of health coaching but also for compliance with legal and professional standards governing client privacy. Practicing confidentiality also involves understanding the appropriate handling of sensitive information, implementing security measures to protect client data, and respecting the clients' rights to privacy at all times. This commitment to protecting client information ultimately enhances the therapeutic relationship and supports the clients' overall well-being in their health journeys.