

# *Counseling*

**AN INTRODUCTION / SECOND EDITION**



**PIETROFESA / HOFFMAN / Splete**

# ***Counseling*** ***An Introduction***

***Second Edition***

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# ***Counseling***

## ***An Introduction***

*This edition is dedicated to—*  
*Diana, John David, and Paul Pietrofesa*  
*Marjorie Susannah Hoffman (1911–1982)*  
*Marlene Splete*

# Preface

In *Counseling: An Introduction*, Second Edition, we have tried to present what we believe to be the fundamentals of counseling in a systematic, comprehensive framework that is both readable and practical. Because counselors today function in a variety of settings—prisons, industry, schools, community mental health centers, vocational/career centers, and substance abuse and crisis intervention centers (to name but a few)—we have designed this book for counselors in all settings who deal with clients with diverse backgrounds and experiences.

Throughout this book, we have integrated counseling theory, professional issues, practice, and research. It is our belief that all counselors should have extensive background in each area to enable them to make appropriate professional decisions.

## Audience

*Counseling: An Introduction* is intended for use as a basic text in introductory counseling courses taught at either the graduate or undergraduate level. It can also be used as a supplement in counseling internship or practicum classes. Related programs in social work, psychology, marriage and the family, and pastoral counseling may also find this book helpful to their students.

## Coverage

The book is organized around five major topics: counseling foundations, theoretical foundations, the counseling relationship, the counseling process, and professional issues and trends. *Part I* on counseling foundations includes chapters on the meaning and history of counseling, the counselor, the client, and goals and

expectations of counseling. *Part II*, dealing with the theoretical foundations of counseling, includes chapters on affective, behavioral, and cognitive theories of counseling, in addition to providing a conceptual model for the content of counseling that allows for a variety of personalized counseling styles. *Part III* on the counseling relationship contains chapters on regard and respect, authenticity, and empathy. *Part IV* describes the techniques of counseling. It looks at specific counselor behaviors that can enhance client growth. Included in this section are separate chapters that discuss group and family counseling and specialized counseling concerns such as alcoholism counseling, substance abuse counseling, holistic counseling, sex counseling and therapy, and career counseling. *Part V* covers the profession of counseling, research in counseling, and significant issues and trends.

## Features of the Revision

This edition of *Counseling: An Introduction* contains a number of changes from its predecessor. A considerable expansion of coverage has taken place. There are new chapters in *Part I* on the counselor, the client, and expectations and goals of counseling. *Part II* presents a greatly expanded treatment of the basic affective, cognitive, and behavioral counseling theories. *Part III* has been reduced in length but hopefully still conveys to the reader the importance of a good counselor-client relationship and what makes for it. *Part IV* now includes two new chapters: one on group, couple, and family counseling and one on specialized counseling concerns. Finally, *Part V* contains a new section on evaluation and examines many new professional issues and trends. Of course, throughout the book, all sta-

tistics and research studies have been thoroughly updated where appropriate.

### **Pedagogical Features**

A variety of features have been included to help readers better comprehend the material.

**Chapter Organizers** Each chapter begins with an organizer that outlines the material within that chapter. Several questions are asked to help the reader address the major issues raised therein. The overall aim of the chapter is identified in a concise statement.

**Counseling Dialogues** In numerous chapters, counseling dialogues are incorporated within the text to serve as illustrations of what and what not to do during counseling. Discussion usually precedes or follows each dialogue and tries to highlight what the reader should look for.

**Chapter Summaries** At the end of each chapter, a detailed summary highlights the key points of that chapter.

**Chapter References** Extensive references appear at the end of each chapter. These references may be used by students to pursue interest areas, to develop projects, or to do research in the counseling area.

**Appendices** Several appendices follow the text. Perhaps the most important of these is the Code of Ethics of the American Association for Counseling and Development. Every counselor should be familiar with this ethical code that guides his or her daily conduct within the profession.

### **Acknowledgments**

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J. J. P.  
 A. H.  
 H. H. S.

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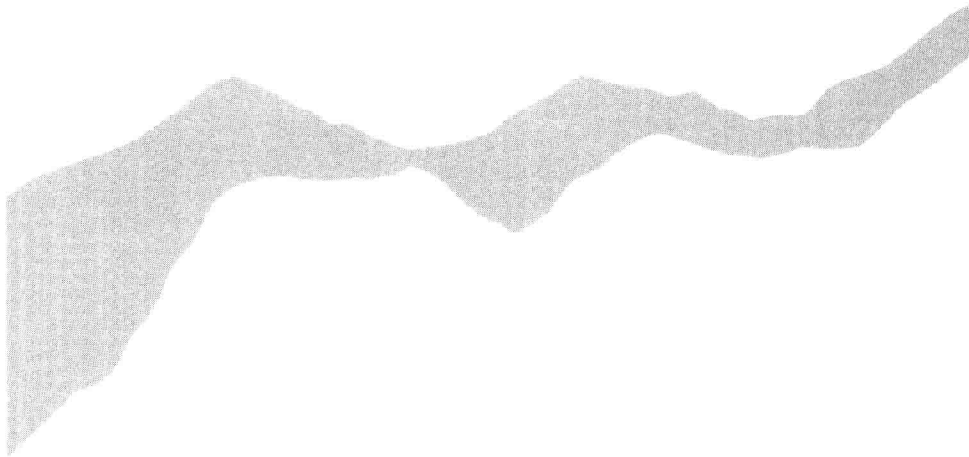
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# PART I

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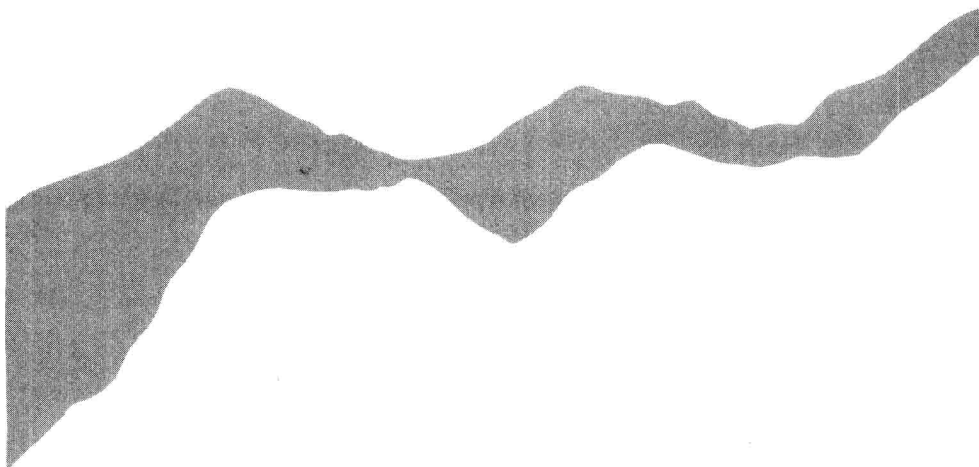
## *Counseling Foundations*



# CHAPTER 1

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## *Counseling: An Overview*



## ***Chapter Organizer***

### **Aim of the Chapter**

This chapter will provide the reader with a brief overview of the counseling field.

### **Chapter Preview**

1. *Counseling* is defined as a relationship between a professionally trained, competent counselor and an individual seeking help with a personal concern.
2. Counseling can be described by at least seven basic characteristics.
3. The similarities of counseling and psychotherapy are more important than their differences.
4. The four types of counseling are (1) crisis, (2) facilitative, (3) preventive, and (4) developmental.

5. Counseling has been influenced by five major historical forces.
6. Counseling is a needed service in our society.

### **Relevant Questions**

The following are several questions to keep in mind while reading this chapter:

1. What is an adequate definition of counseling?
2. What factor or factors seem to have been most influential on the development of counseling?
3. Which type of counseling is most needed? Why?

## Introduction

The purpose of this book is to provide a basic introduction to counseling—a fundamental process used by mental health professionals. The five major sections of this book cover the foundations of counseling, counseling theories, the counseling relationship, the counseling process, and professional issues and trends in the field.

Part I, “Counseling Foundations,” comprises four chapters. Chapter 1 provides an overview of counseling, including definitions of the term *counseling*, a description of the types of counseling available, and a discussion of the development of counseling. Chapter 2 focuses on counselor qualities and client perceptions of the counselor. Characteristics of clients are described in Chapter 3. Chapter 4 concludes the first part of the book with a discussion of the expectations and goals of counseling.

Concepts of guidance and counseling have existed since the beginning of human society. In prehistoric times, people aided one another to survive physically as individuals and as members of a group. In modern society, counseling can be viewed as a process of helping individuals to understand themselves and their world and to act on that understanding.

In the past, “guidance and counseling” was often used as a single phrase. Of the two terms, *guidance* was most often identified with educational settings. As Crow (1982) states, “Guidance services are concerned with the study, understanding and adjustment of every learner in school” (p. 1). *Counseling* was seen as one of a number of guidance services. However, with the increased emphasis on providing effective mental health services to clients in a variety of settings other than schools, interest has increasingly been focused on the specific practice of individual counseling.

To set the stage for our review of counseling, we need first to present a working definition of the term *counseling* and describe its characteristics, second to outline four basic types of counseling, and third to describe the background and development of formalized counseling.

## Counseling Defined

### Aspects of Counseling

*Counseling* is difficult to define. It is not a single activity but seems to be a component of several professions. The term is further muddled by its use by professionals not really engaged in counseling, such as rug counselors, counselors-at-law, pest control counselors, and financial counselors. Nonetheless, the following seven characteristics of *counseling*, as we use the term, can be identified.

- ① *Counseling is a professional service offered by a competent counselor.* Counseling denotes a professional relationship in which counselors take the



responsibility for making their efforts aid the client in a positive manner. It is not a “casual incident designed to ‘adjust’ or ‘straighten’ out the client” (Pietrofesa et al., 1978, p.4). The counselor needs to be able to use effective techniques and skills that have been gained through education and training. Boyd (1978) indicates that successful counselors grow personally and professionally and become increasingly competent through ongoing counseling experiences and supervision. A major element of counseling, then, is that the counselor has a particular expertise not found in typical relationships. Generally, social conversations or a “friend lending an ear” are devoid of such expertise.

② Counseling is a process in which the counselor-client relationship is basic.

Rogers (1952) emphasizes “the process by which the structure of the self is relaxed in the safety of the relationship with the therapist, and previously denied experiences are perceived and then integrated into an altered self” (p. 70). Brammer and Shostrom (1982) state, “The heart of the therapeutic process is the relationship established between counselor and client” (p. 143). Boy and Pine (1982) support the importance of this relationship: “When a counselor has an authentic caring relationship with a client, that client responds to the relationship by becoming fully involved in the counseling process” (p. 3). Effective counseling is based on this counselor-client relationship. Counseling does not take place in a casual relationship with, for example, a bartender or a stranger on a plane, where conversation is often too glib or superficial to be meaningful.

③ Counseling is concerned with decision-making skills and problem resolution.

As Ivey and Simek-Downing (1980) indicate, “The counselor’s task is to generate alternatives, aid the client in loosening and breaking old patterns, facilitate the decision-making process, and find viable solutions to problems” (p. 29). Carkhuff and Anthony (1979) present a counseling process in which decision making and goal setting are crucial steps. Problem definition and strategies for problem resolution need to be carried out continuously during counseling according to Cormier and Cormier (1979). Counseling teaches the client skills that can be applied in new situations. Without the development of decision-making tools, the client will be dependent on the counselor indefinitely.

④ Counseling involves the client learning new behavior or formulating new attitudes.

Stellre (1970) stated that “counseling is a learning-teaching process, for the client learns about his life space. . . . if he is to make meaningful and informed choices, he must know himself the facts of his present situation, and the possibilities . . . as well as the most likely consequences of the various choices” (p. 253). Krumboltz and Thoreson (1976) emphasize that “counselors are people who help their clients to learn” (p. 3). Counseling strategies often focus on client recognition of behaviors to be changed and appropriate steps to change them. Client