A List of Powerful Questions[©] by Patrick Donadio, MBA, CSP, MCC

Seek first to understand than to be understood. Use questions to gather information, help others develop solutions and to take action.

Exploration

- What is another view of this situation/event/person?
- Why do you think they might be doing that?
- What don't you know?
- Can you "say more about that"?
- Is there more to this than you see/know/think/feel?

Possibilities

- What would you do, if you knew you could not fail?
- What is possible/practical/probable?
- What the best outcome you can imagine?
- What have you already tried? Or What options are you avoiding?
- Who can help you? What is in it for them?

Clarity

- Can you describe it a different way? What is it like?
- What is confusing for you?
- When you say_____ what do you mean?
- What do you want?
- Can you "say more about that"?
- What does it feel like? Where in your body does it show up? How is that different from other feelings?

Action

- What is your next step? What do you see as your next best move?
- What action by you makes this better?
- How can help others help you?
- What will you do?
- Can you "say more about that"?
- When will you take action? When will you complete?

Obstacles:

- What is in the way?
- What seems to be the main obstacle?
- What has your attention?
- What are you assuming? How is it working for you?
- Can you "say more about that"?
- What will you risk? What will you refuse to risk?

Accomplishment:

- What are you most proud of regarding that project?
- What have you learned/gained? What have others learned/gained?
- What gold nuggets or gems are you taking away?
- Now what will you do?

*© 2021 Patrick Donadio, MBA, is a Certified Speaking Professional (CSP[™]), Master Certified Coach (MCC), and author of "<u>Communicating with</u> <u>IMPACT</u>". As a communication strategist, he has <u>taught</u>/coached two generations of leaders and their teams/organizations to use his IMPACT process to communicate clearly, lead more effectively, present powerfully, listen attentively, and make a greater IMPACT on their bottom line. Patrick is one of the few people in the world to have earned the highest designations in both the speaking and coaching professions. Have Patrick <u>speak</u> at your next live/<u>virtual</u> <u>event to deliver</u> a custom, high-value, engaging keynote and/or practical training program. Or hire him as your <u>communication coach</u>. Call 614-488-9164, E-mail: <u>Patrick@PatrickDonadio.com</u> or **Click here to schedule an <u>IMPACT Coaching Session</u>**

