

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?

