

Powerful Questions

Create discovery at a whole new level!

Who Questions:

- Who would benefit from knowing this?
- Who would be the best candidate to help you?
- With whom do you need to have a conversation about this?
- Who gets hurt here?
- Who benefits?
- Whom do you know that is doing something similar to this?
- Whose problem is this really?
- Who could take care of this so that you could be freed up to do the things you do best?

Where Questions:

- Where could you go to get some answers around that?
- Where does that fit in the scheme of things for your life?
- Where did that come from?
- Where have you seen that before? Heard that before?
- Where can you best express yourself?
- Where can you get more support for that?
- Where can you go to give yourself some think time, breathing space, etc?
- Where would you be effectively utilized?
- Where else is that showing up in your life?
- Where are you too hard on yourself? What frees you up?

Which Questions:

- Which would bring the most joy? (or any other by-product)
- Which lie do you believe here?
- Which truth would serve you the most here?
- Which one would give you the biggest break through?
- Which would be the easiest to accomplish? Hardest? Quickest?
- Which one bugs you the most?
- Which lines up more with who you are? What you want?

What Questions:

- What if you didn't have to deal with that anymore? (Any kind of "what if" question helps a person come up with new ways to look at things.)
- What do you need from me right now? (This is a good one to use when you feel like you aren't sure where to go with a person next. Most people will tell you if you let him.)
- What would you LIKE to do?
- What's up with that?
- What's the biggest challenge in this for you?
- What's another way you could look at this?
- What's the worst that could happen? What's the best? (This is a great question when a person is feeling fearful about moving forward with something. Usually, they are bringing fears about the past and past experiences into the picture. Play out the worst case scenarios until there are no more ideas. You will usually get to the root of what is bothering them. Once you get that clear, a person can usually start making some steps forward. Sometimes you will also want to play out the other side, the "what's the best that can happen?"

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- What seems the most important to you right now?
- What seems like the hardest to accomplish? Easiest?
- What would make you feel like you have gotten the furthest along?
- What are you waiting for?
- What could you remove from your life that is getting in the way of you making progress the way you want to?
- What seems to come up the most when you try to accomplish this?
- What's bugging you the most about that?
- What would you do right now if there was nothing stopping you?
- What do you need the most right now?
- What kind of support structure do you need right now?
- What would give you most peace right now? Joy? Fulfillment? Excitement? Pleasure? Satisfaction? Etc.
- What one thing could you do right now, today, this week, this month, etc?
- What are you going to do about it?
- What are you getting out of this?
- What are you holding onto that no longer really serves you?
- What could get in the way? What will you do so that it doesn't?
- What's the biggest challenge for you in this?
- What's working? What's not working? (since we last spoke)
- What kind of shift would you have to make to overcome this challenge?
- What's your greatest challenge this week?
- What are you resisting? What do you fear the most?
- What are you tolerating?
- What resources do you need to help you decide?
- What do you mean? Can you say more?
- What if it doesn't work out the way you wish?
- What other ideas do you have about it?
- What was humorous about the situation?
- What would it look like?
- "What I hear you saying is (my summary of their recent statements)....Is that a correct summary.....?"

When Questions:

- When have you experienced that before?
- When do you feel the most "on fire" and alive?
- When do you feel the most free? (You could use this question with any emotion. The purpose would be to help your client create more environments so that they can feel these things again.)
- When does this need to be completed?
- When can you do that?
- When you do that, what happens?
- When you think that, what happens?
- When you say that to yourself, to others, what happens?
- When you get discouraged (or any other feeling) what do you usually do?
- When are you the most alert and productive?
- When else have you felt that way?

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How Questions:

- How is that serving you?
- How is that working for you?
- How is that keeping you stuck?
- How perfect of a fit is that for you?
- How are you going to handle that?
- How will it be different by next week?
- How would your life look if you did this?
- How will it look if you continue to do nothing?
- How could you use a friend to help you with this?
- How much is this costing you? (In time, money, energy, health etc.)
- How does this line up with the truth of who you are?
- How long has this been going on?
- How do you know that? (This one challenges assumptions. More about that in a subsequent lesson.)
- How does this help you get where you want to go?
- On a scale of 1 - 10, how aggravated are you? (You can do this with anything that you want to get a gauge on where a person is. You can use pleased, excited, angry, disappointed, worried or any other emotion. Rather than get into a lot of explanation about feelings, you can get to the heart of it quickly with this gauge).
- How can I come alongside you on this?
- How would you LIKE to feel?
- How would you LIKE that to work out? (These two questions help you start getting your client to see what he really wants and start taking steps to get it.)
- How many steps will it take to accomplish this?
- How many days, weeks, months, etc?
- How is this affecting your quality of life? Spiritual life? Health? Etc.
- How would your life be different if you overcame this challenge?
- How does it feel to be stuck? What action, attitude or belief is keeping you stuck?
- How do you want your life to look in six months, one year, five years?
- How can I best support you?
- How do you suppose you could improve the situation?
- How can I help you?

Other Questions:

- If you could change one thing, what would that be?
- Could you say more about that? Can you tell me more about that?
- Let's explore that some more. Would that be okay?
- If you did know the answer, what would that be?
- If you were to teach someone how to be more.... creative, have fun, lighten-up, focus, do this business, have a successful relationship, enjoy life more, be successful, make money, etc., etc., etc.,... what would you say?
- If you did know the answer, what would you say?
- If you could do it over again, what would you do differently?
- "If you don't mind, tell me about ..." (fill in what it is I need/want to know.)
- The person is telling a story to me....I say: "So what you concluded

Powerful Questions

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from that experience was....(silence.)"...they will fill it in.

- "I'm confused....Earlier you said x,y,z....and now you seem to imply that a,b,c....Can you tell me more about this, so I can be more clear about this?"
- Are you feeling congruent and in alignment with your values?
- Would you like to brainstorm this idea? What would be one more possibility? What are your other options?
- Will you give me an example?
- Tell me more about that.
- "You know, when I hear you say that, you say it with a laugh in your voice...but as you say it, I feel really sad on the inside....Is there something sad about your thoughts....or am I just being [crazy, out of line, or some such adjective, as it applies]"...
- "Has this pattern (state it) ever happened before?".....Let the silence happen while they think. Or give as a pondering question, and assignment for the week.
- They ask you "What should I do next?" I ask: "Let's put our heads together here for a minute....What are some of your thoughts about possible options for your next step?"
- They ask: "What do you think?" It depends....I may give them an impression or gut feeling I have...or if they are into having the "authority" tell them what to do; I may ask: "Well, let's just sit on that a minute; and look at some options flying around right now. What impression are you getting right now? Do you have a strong gut feeling? What thoughts are flitting around in your head? (Maybe use just one of those questions...maybe more, depends on the circumstance.)...."