

Twelve Questions for Success

Thoughts influence actions, which lead to certain outcomes. Every observation generates a series of internal questions. Your internal questions influence actions. To achieve a better result, change your question.

Try asking your questions from difference perspectives: what do **I** want, what does **he/she** want, what do **we** want?

1. What do I want?
2. What are my choices
3. What assumptions am I making?
4. What am I responsible for?
5. How else can I think about this?
6. What is the other person thinking, feeling and wanting?
7. What am I missing or avoiding?
8. What can I learn:
 - ...from this person or situation?
 - ...from this mistake or failure?
 - ...from this success?
9. What questions would be best to ask (myself and/or other)?
10. What action steps make the most sense?
11. How can I turn this into a win-win?
12. What is possible?