

# **40+ POWERFUL QUESTIONS – by Peter Fitzpatrick**

*“Ask the right questions if you are going to find the right answers” - Vanessa Redgrave*

## **GOAL QUESTIONS:**

1. What is the most important thing to you about.....?
2. Why is that?
3. What are the current implications for you?
4. What is your intention for?
5. What are you trying to achieve?
6. When was the first time you noticed.....?

## **REALITY QUESTIONS:**

7. What is the most frustrating thing to you about.....?
8. Why is that?
9. What are the implications for you?
10. What does that mean for us/you/them?
11. Can you tell me/us more about that?
12. Can you give me an example of that?
13. Have you spoken to anyone else about this?
14. Why is that happening?
15. On a scale of 1 – 10 how important to you that you resolve this/achieve this?
16. What are the implications for you (or ‘the team’) if the problem continues?
17. Who else is involved in this issue and what is their position?

## **OPTIONS QUESTIONS:**

18. What would happen if.....?
19. Is that important to you?
20. What would you like in the future?
21. If you were me and I were experiencing this challenge what advice would you give me?
22. What would that give you?
23. What alternative ways of looking at this are there?
24. Whose opinion matters most about?
25. What are the benefits you would see as a result of this? What is that worth to you?
26. What would happen if.....? What would the impact of that be.....?
27. What would that mean to you?
28. What are the best options you see here? How do you feel about that option?

## **WRAP UP QUESTIONS:**

29. What do you see as the next steps?
30. By who/by when
31. On a scale of 1 to 10 (with 10 being highly likely), how likely:
32. Are you to go ahead?
33. Is it that this will help you?
34. What do we have to do to get to 10?
35. Will you go ahead and.....?
36. Who will support you in achieving this outcome?
37. What support would you like from on this and when?

## **FOLLOWING QUESTIONS/DRILL DOWN QUESTIONS:**

38. Why do you ask?
39. What makes you say that?
40. Is that a fact, an assumption or an opinion?
41. What evidence do we/you have to support that?
42. Do you agree or disagree with.....?

**Peter Fitzpatrick – Governance Training & Consulting**

Contact Details | Mb 0419 931 627 | Email [peter@crusadermanagement.com.au](mailto:peter@crusadermanagement.com.au)