



Breakthrough Questioning Skills II

# 20 Question Categories

# Question Categories

## ‘Am I Getting That Right?’ Questions

*I am hearing X, am I getting that right?*

*It sounds like you are saying Y.  
Did I hear that correctly?*

## Definition Questions

*What does X mean to you?*

*Explain Y a little more – Tell me more about...*

## Clarifying Current Situation Questions

*What exactly did she say during the team meeting?*

*When you say no one signed up... was there interest? An enrollment conversation?*

# Question Categories

## Visioning Questions

*If you could have this any way you want, how would you have it?*

*Where does the Universe want you to stretch next?*

## Feeling Questions

*How would that feel?*

*What does your heart tell you about this?*

*What's the feeling underneath that?*

## Motivation Questions

*What about that excites you?*

*Why? Why? Why?*  
(continue to ask why to go deeper and deeper)

# Question Categories

## Percentage or Number Questions

*On a scale of 1-10, how true is that statement?*

*What percentage of your friends are actually not thinking about your best interest?*

## Uncovering the Obstacle Questions

*What's standing in your way?*

*What's challenging here?*

*What's at risk for you?*

## Insight into the Obstacle Questions

*What would be possible for you if you were to let go of this fear?*

*How has this obstacle impacted other areas of your life?*

# Question Categories

## Strategizing Questions

*What can you change about this immediately?*

*What are 3 action steps you can take this week to ...*

## Getting Support Questions

*If you knew they'd say 'Yes', who would you ask for help?*

*What can you delegate?*

## Simplifying Questions

*What can you say 'No' to starting today?*

*What's no longer aligned?*

*What's the priority?*

# Question Categories

## Integration Questions

*What are you seeing for yourself here?*

*What's the bigger picture of all of these threads that we've been looking at?*

## Yes/No Questions

*Are you done with staying up so late?*

*Are you ready to commit to blueprinting every day?*

## Interruption Questions

*What feels most important about all you're sharing?*

*I sense you're beating around the bush. What are you avoiding here?*

# Question Categories

## Challenge Questions

*I sense that's too easy for you.  
How can you go further?*

*I challenge you to generate  
3 sales calls this week. How  
does that land for you?*

## Intention Setting Questions

*What intention would you like  
to set?*

*What will your focus for this  
month be?*

*What is the new energy you're  
bringing in?*

## Confrontational Questions

*What if what you just shared  
was actually not true at all?*

*I feel like I want to call BS on  
what you just said. What do  
you think?*



# Question Categories

## Encouraging Questions

*It feels like you are almost there. What do we need to adjust –inner or outer – so you feel ready to create an online dating profile?*

## Assessment Questions

*What's working?*

*What are your resources and strengths in the project?*

*What's not working about the situation? Why?*