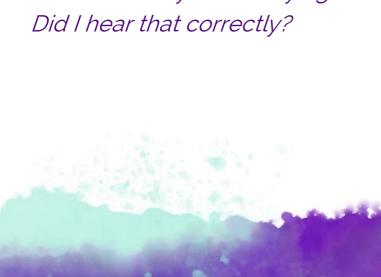
Breakthrough Questioning Skills II

20 Question Categories

'Am I Getting That Right?' Questions

I am hearing X, am I getting that right?

It sounds like you are saying Y.



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?



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)



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?



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?



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?



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?



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?