

1. What

Questions to help ascertain the purpose of, focus of, and roles in the conversation

e.g. What's on your mind?

4. What Now

Questions to generate commitment and momentum

e.g. What's the next step?
What's the timeframe?

2. What Is

Questions to help discover and clarify the current reality

e.g. What's the ideal outcome?
What's the real challenge here?

3. What If

Questions to ignite possibility

e.g. What if we tried....?
What if we had no fear?