
Powerful Questions

There is no right or wrong question for each client or situation. The best question is one that neither you nor the client knows the answer to. If you already know the answer to your question, don't ask it. Instead, ask permission to share your thoughts with your client or ask a different question. If you get stuck, here are some questions to consider.

Explore the client's beliefs and values:

- What are your top priorities?
- What is important about that?
- How do you know that?
- What are you proud of?
- How do you know when things are working well?
- What are you getting from that behavior?
- What if that didn't matter?
- What is possible?
- What is this costing you?
- Where do you feel successful in your life?
- What gives you joy?

Explore a different perspective:

- How else can you look at this?
- Where do you see yourself in five years?
- What barriers might be in your way?
- How long are you willing to put up with this?
- Where else does this (pattern/thinking/belief) show up?
- How are things different today?
- What advice would you give someone in your situation?
- Who would you have to be to get that done?
- If someone gave you the right answer, what would they say?
- How would you feel about that when you are 95?
- What would your 95-year-old self tell you to do?

Powerful Questions:

- Short – 7-10 words
- Start with 'what' or 'how'
- Avoid 'why'
- Focus on the person talking, not the problem

Powerful questions help deepen the client's understanding about what's important to them and why. They can help someone get unstuck and move closer towards their goal. Questions help the client to understand their actions and motivations, without having to justify past decisions.