

The Top Twelve Questions for Success

There are many ways to use these **Questions for Success** to help you and/or your team become more successful. For example: 1. Use the list as a logical sequence of questions to help you work through any situation you might want to improve, change, or even have a breakthrough. 2. Scan the list for questions you might have been missing. 3. Turn to it when you're looking for just the right question to emphasize in a particular situation. Keep this list in a place where you can easily refer to it when you feel stuck or want new alternatives and positive change.

The **Questions for Success** list is flexible. You can ask each question from several perspectives. For example, ask them of yourself – **What do I want?** Ask them of others – **What do you want?** - or – **What do we want?**

1. What do I want?
2. What are my choices?
3. What assumptions am I making?
4. What am I responsible for?
5. How *else* can I think about this?
6. What is the other person thinking, feeling, and wanting?
7. What am I missing or avoiding?
8. What can I learn:
 - ...from this person or situation?
 - ...from this mistake or failure?
 - ...from this success?
9. What questions would be best to ask (myself and/or others)?
10. What action steps make the most sense?
11. How can I turn this into a win-win?
12. What is possible?

"A question not asked is a door not opened."