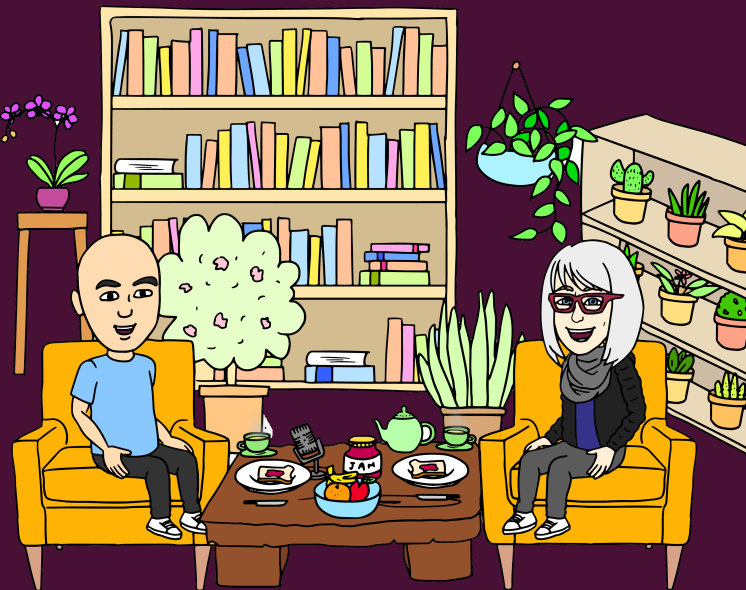


Tea and The Law of Raspberry of Jam

By Esther Derby & Viktor Cessan





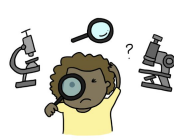





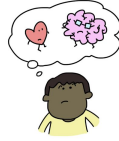
Asking Better Questions - Worksheet

Intentions - Overview

The questions we ask determine the answers we get--obviously. Being aware of sort of answers your questions are likely to illicit (which we call intentions) increase your ability to choose questions that will help groups think clearly and solve problems.

Below are 9 common intentions that we've found helpful when working with groups. And in the pages that follow we share example questions for each intention.

If you decide to put your own personal touch on these questions, let us know through email ([Esther](#) and [Viktor](#)) or via twitter ([Esther](#) and [Viktor](#)). We'd love to update this sheet and learn from you!

<p>Goal</p>  <p>Without assuming an particular context</p>	<p>Perspective</p>  <p>Increasing awareness of other parts of the system</p>	<p>Clarity</p>  <p>Getting specific about events and influences</p>
<p>Priorities</p>  <p>What factors matter to people</p>	<p>Seeing Relevance</p>  <p>And how things fit</p>	<p>Surface Assumptions</p>  <p>Yours, and the groups, so they can be examined</p>
<p>Implementation</p>  <p>And bringing in other perspectives</p>	<p>Coherence</p>  <p>Finding out where you might need to do more exploration or thinking</p>	<p>Emotional resonance</p>  <p>Finding out what matters to people</p>

Intention: Learning about Goal and Vision

(Without assuming an particular context)



1. What do you want to have happen?
2. What would you like to be different?
3. What does the future look like in a year or two?
4. What problem would you like to solve?
5. What opportunities lay before you?

Intention: Including Other Perspectives

(Increasing awareness of other parts of the system)



1. What are some other ways of looking at this?
2. What would your [[choose a different group, perspective, or role]] say about this?
3. How are other people approaching this?
4. What perspectives are you not considering?

Intention: Increasing Clarity

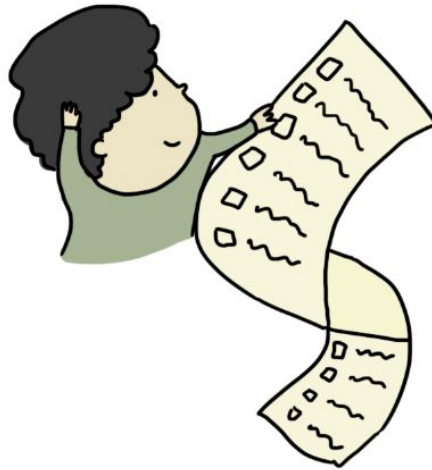
(Getting specific about events and influences)



1. What's happening?
2. When is this the case?
3. Who does it affect?
4. Can you be more specific?
5. Can you share more details?
6. Can you illustrate?
7. Can you share a few examples of how this plays out in the daily work?

Intention: Understanding Priorities

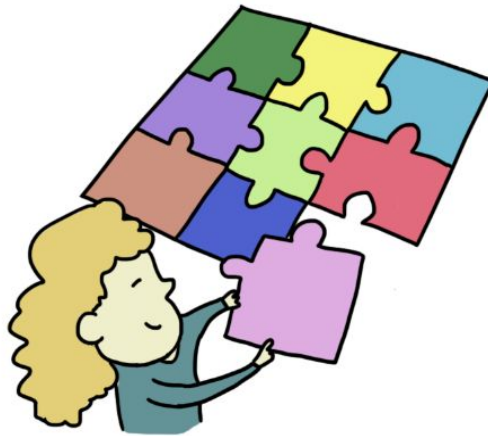
(What factors matter to people)



1. How did you reach this decision?
2. What variables come into play when you make prioritization decisions?
3. If you had to choose, which option would you take?
4. What seems most important to you.

Intention: Seeing Relevance

(And how things fit)



1. How do these things relate to each other?
2. How does this new information affect your previous decision?
3. How does this help us?
4. How is this conversation related to the goal with the meeting (or topic at hand)?

Intention: Surfacing Assumptions

(Yours, and the groups, so they can be examined)



1. How did you reach this decision?
2. What assumptions are you making?
3. What beliefs did you have when making this decision?
4. What would have to be true, in order for that to be the case?

Intention: Understanding Implementation

(And bringing in other perspectives)



1. What will you need to prepare?
2. What will be challenging?
3. What outcomes can you predict?
4. When is a good time to start?
5. Who do you need to have on board before you start?
6. What's a small first step you can take, that will help you get closer to your goal?

Intention: Seeking Coherence in Thinking

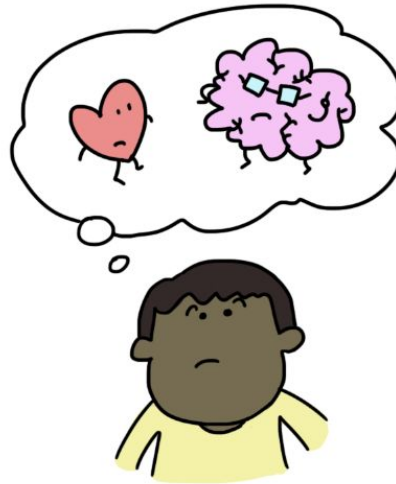
(Finding out where you might need to do more exploration or thinking)



1. How are you making sense of this?
2. What about this makes sense to you?
3. How does this hang together?
4. Where do you see holes?

Intention: Exploring Emotional Resonance

(Finding out what matters to people)



1. How do you feel about these short- or long term goals?
2. What's your energy level like?
3. Where's your motivation in all of this?