



## QUESTION THINKING

Each of us asks questions of others and ourselves from learner and judge mindsets. With awareness, we can have the capacity to choose at any moment which questions will frame our thinking, listening, speaking and relating.

Questions associated with these two mindsets put you in distinctly different moods.

We don't have much control over what happens, but we can choose how we relate to what happens.

### **Ask questions in order to-**

Gather information

Create understanding and learning

Search for and challenge assumptions

Build, improve, and sustain relationships

Clarify and confirm listening

Stimulate creativity and innovation

Resolve conflict and create collaboration

Set goals and create action plans

Explore, discover, and create new possibilities



With judger mindset, the cost can be tremendous, the future can be only a recycled version of the past, and with the learner mindset the power is on, the juice is flowing, you can actually make a new future for yourself.

## JUDGER QUESTIONS EXAMPLES

*Judger as your mindset is the enemy of good judgment*

What's wrong with me?

What's wrong with him/her?

Whose fault is it?

How can I prove I'm right?

Why is he/she so clueless and frustrating?

Haven't we been there and done that?

Why bother?

Why am I such a failure?

Why is everyone around me so stupid and frustrating?

## RESULTS OF JUDGER QUESTIONS

- A mood of pessimism, negativity, and stress.
- Mindset: judgmental, receive, critical, inflexible
- Relating: attacking or defensive and win-lose



## LEARNER QUESTIONS EXAMPLES

What do I value about myself?

What do I appreciate about him/her?

Am I being responsible?

What can I learn? What's useful?

What is he/she thinking, feeling, and wanting?

What would be one of the best steps forward?

What's possible?

What happened?

What do I want?

What's useful about this?

What can I learn?

What are my choices?

## RESULTS OF LEARNER QUESTIONS

- A mood of optimism, hope and possibilities
- Mindset: thoughtful, responsive, curious, flexible
- Relating: connected, collaborative, and win-win

**What do you think it costs you to spend so much time in the judger pit?**



## QUESTION YOUR ASSUMPTIONS

REINVENTION  
SOLUTIONS

For the Best results considered each question thoroughly write down your responses. Often, the act of writing stimulates deeper reflection and discoveries.

What assumptions am I making about myself?

What assumptions am I making about others?

What am I assuming from the past that may not be true now?

What am I assuming about available resources

What am I assuming about what's impossible – or what is possible?



## SWITCHING QUESTIONS EXAMPLES

If you ask yourself if you're in judger and if the answer is yes everything can seem like a roadblock, and always someone else's fault. There is no power there. When that happens we need to go back to basic switching questions

The action of switching literally leaves to a change of heart about the situation.

Am I in judger? (this awareness is always first)

Is this what I want to be feeling?

Is this what I want to be doing?

Where would I rather be?

How can I get there?

Is this working?

What are the facts?

How else can I think about this?

What assumptions am I making?

What is the other person thinking, feeling, and wanting?

What humor can I find in this situation?

What's my choice or decision right now?

Add other questions that you think might help



## EXERCISE:

Think of a situation in which you are stuck, frustrated, or want something to change.

Within the situation, you can ask questions on these lists from several perspectives. Asked them of yourself– what do I want? Ask them of other people– what do you want? Or ask them of those with whom you have an ongoing relationship– what do we want?

Here's the list-

- What do I want?
- What assumptions am I making?
- What am I responsible for?
- How else can I think about?
- This? What is the other person thinking feeling and wanting?
- What am I missing or avoiding?
- What can I learn from this person or situation? From this mistake or failure? From this success?
- What questions should I ask myself and/or others?
- How can I turn this situation into a win– win one?
- What's possible?
- Where are my choices?
- What action steps make the most sense?



REINVENTION  
SOLUTIONS

\*\*\* Keep all these lists in a handy place where you can refer to it often. If you ask these questions frequently enough they'll become a natural part of your thinking. They'll help to create more satisfying and successful results in your life every day.