

## Discovery Questions

- What do you want to have happen?
- Say more about...
- What have you already tried?
- What are the reasons this didn't work as well as you had hoped?
- How do you feel about this?
- Tell me more...
- What are some other choices or options?
- What has worked for you in the past?
- What do you think is the most important thing to do here?
- What needs to happen in order for you to ...?
- How do you want to handle this?
- What is stopping you from moving ahead?

## Questions to Break a Log-jam

- What are some things you've wanted to try, but haven't?
- What would you do if you had no limitations?
- What have I forgotten to ask you?
- If you were the coach, what would you ask?
- If you don't know the answer, who would? What might he or she tell you to do?
- What one change can you make in this situation that would have the greatest impact on the outcome?
- How is your current approach to this situation working?
- I hear you saying you don't know what to do. If you DID know what to do, what would you do?
- What's your biggest obstacle? What would happen if that obstacle was suddenly removed?