



Working with the questions you already have

Imagine yourself sitting in a meeting and thinking – as many people do – “Why am I here?” That seems like a simple question, but what you discover and experience next will depend entirely on the intention behind this question. Have a look at the subtext behind the question and how it changes the way the question works with you:

- **Why am I here?** Why do I always end up in meetings that are wasting my time?
- **Why am I here?** What is it that I could learn from this meeting? What could I contribute to this meeting?
- **Why am I here?** What action could I take that could powerfully and positively impact the success of this meeting?
- **Why am I here?** What are we working with, on behalf of the whole, that I could help us discover? What is the higher purpose of why are we here?

As you move down the list, the intention of the question begins to shift from being a deflection (“I’d rather be somewhere else!”), to a personal inquiry (“What is of importance here for me?”), to an inquiry more collective and emergent in scope (“What can we create together? How can I help this happen?”). Think what a difference it could make to reconsider the questions being asked in your organisation. **Your intention – and the question you hold – makes all the difference.**



- IN CRAFTING A QUESTION THINK ABOUT INTENTION SCOPE CONSTRUCTION

- CONSIDER WHAT INVITATION AM I CREATING? WHAT ASSUMPTIONS UNDERPIN MY THINKING? WHAT OTHER PERSPECTIVE CAN I ADOPT? WHO CAN I TEST IT WITH?

What question could make the difference?

Sometimes, you simply need a new or different question to see things in a new light. It may be only a shift in wording, a change in focus, or a different scope is needed. Once I stood in line for a buffet next to an Israeli woman. I began to ponder what could shift the story of that place to a more generative one. “I think Israel has a fighting against story,” I said to her. “Would you agree?” “Yes,” she said. “You’re right.”

“Do you think it would be possible to change the fighting part of the story?” I asked. She looked thoughtful and then sad. “No,” she said. I tried again: “Do you think it would be possible to change the against to for?” Again she looked thoughtful, but this time more hopeful. “Yes!” she said. “That might be possible.” Sometimes, only a different orientation in how you look at things can make an amazing result.

What question might make the difference: Try these questions on for size:

- What time is it in the world? What time is it for you (and your role)/ your organisation/ community/ group?
- What’s keeping you up at night? What makes you tremble (what’s making your organisation tremble)? What kind of trembling is it?
- If you imagine that you are (or your organisation is) standing at a crossroad, what does the sign for the crossroads say? What is the name of the road ahead? What do you need to leave behind and what do you need to embrace to move forward on that road with strength and clarity?
- What is the greatest gift and/or the greatest challenge you have (or your organisation has) received from life so far? What has happened as a result?
- What is the most challenging question your organisation should be asking itself right now? What’s stopping someone from asking it?

What is the question you most need to ask right now? Let’s craft one together!



WANT TO LEARN MORE ABOUT THE POWER OF QUESTIONS?
[HTTP://WWW.GETSOARING.COM](http://www.getsoaring.com)