

**Rules:**

Relationship-building

One Question at a time

Short lead-ins

Shut up and listen

Don't offer advice (have you thought of?, what about?, did you consider?)

Questions that start with "what" (pg 101)...Avoid why

Get comfortable with silence

**Lead-Ins....(4)**

To help me understand better...

Just so I know...

Out of curiosity...

To make sure I'm clear...

**Openers: (4)**

What's on your mind?

What's important right now?

<<No question. Say Nothing>>>

What do you want to work on?

**Goals (11)**

What are your goals for the current semester? (or any length of time)

From all the goals you've identified, how would you rank them in order of priority?

Which goal would you like to focus on first?

How can we make this goal more specific and measurable so we will know when you have achieved it?

In what way is this goal within your control?

What would the best case scenario look like?

What would the worst case scenario look like?

What would be the best thing you could do to conquer this challenge?

What's the gap between where you are now and where you want to be?

What action steps will you take?

When will you start?

**Builders: (21)**

And what else?

And what else could you do?

What's the real challenge?

What is the real challenge here?  
What else might be possible?  
Is there anything else?  
What made you choose this course of action?  
What's important for you here?  
What were you hoping for here?  
Is there anything else you try here?  
What have you learned since the last time we met?  
What was the key insight?  
How are you going to get there?  
What might be holding you back?  
How could you...?  
In what better way?  
How might you...?  
How would you like to be....?  
I'm very interested to know....?  
I am curious to find out....?  
In what ways....?

**Redirecters: (5)**

What do you want?  
What do you really want?  
If you couldn't do all this, only a part, what part would you do?  
What are your first thoughts?  
What else could you do?

**Helpers (5)**

How can I help you?  
What do you want from me? (tone is important)  
Is there anything I can do?  
What resources will you need?  
How would you like to be held accountable?

**Concluders (4)**

What here was most useful for you?  
What have you learned?  
What do you want to remember?