

Discovery Questions

Assumptions

- What assumptions do you hold about the team?
- What would the situation be like if your assumptions were not true?
- What assumptions do you hold about the project's success?
- Given the current situation, what assumptions might develop that would get in the way of success?

Situations

- What is the situation?
- Who is impacted by this situation?
- Who is not impacted by this situation?
- What is important in this situation?
- What are the challenges that exist because of this situation?
- You are not sure you understand?

Sharing Feelings & Implications

- What issues concern you?
- What can we do to build trust in this situation?
- What are you afraid might happen?
- What are your other feared implications?
- How does that make you feel?
- How is that impacting you?
- What feeling can you share that will help us understand your perspective?

Sharing Facts & Experiences

- What is your experience with this?
- What are the facts as you see them?
- What were the circumstances that took you down that path?
- What situation influenced your thinking?
- Have you had any other experiences that differ?
- What led you to this belief?

Idea Explorations

- What is your idea?
- What's your thinking behind this idea?
- What is the problem this idea addresses?
- How important is this idea to you?
- What led you to this idea?
- How attached are you to this idea?

Desire Explorations

- How would you describe success in this situation?
- How can we guide this situation to a new or positive outcome?
- In the best of all possible worlds, what is our desired outcome?
- What is our greatest desire?
- What would give us the feeling we were successful?

Innovation Questions

Insight Building

- What can we do to combine the best of our thinking?
- What can we do to arrive at the best outcome?
- What can we do to merge our ideas?
- What can we do to build common ground in this situation?
- What can we do to get the best result?
- What can we do to build on other's ideas?

Possibilities

- What if we could wish for the impossible, what would we want?
- What if we had unlimited resources, what would we do?
- What if the opposite were true?
- If money were no problem, what would we do?
- What if we had everyone supporting us, what would we do?
- What if we could implement any solution, what would we go for?
- What if we were to have no limitations, what would we do?

Perspective shifting

- What would a significant breakthrough look like?
- If we were someone else, what would we do?
- If we started backwards, what would we do?
- How would our customers see this?
- What if our assumptions were not true?
- What if the opposite were true?
- What other alternatives would work?
- If we had no vested interest in this, how would you look at it?

Thought Provoking

- Who can you ask a question to move this situation along?
- What questions would guide this situation to a positive outcome?
- In the best of all possible worlds, what do you want to happen?
- What is your desired outcome?
- What do we want to create?
- What ideas could we merge to move the situation along?

Idea Development

- What don't we know?
- Where is this idea taking us?
- What will activate this opportunity?
- What intrigues us about this idea?
- How can we broaden our perspective?
- How can we build on this?
- What's another side we haven't yet considered?