



14-Day Welcome to Mastery Plan

DAY 9

HOW TO HARNESS THE POWER  
OF QUESTIONING



# QUESTIONS ARE CENTRAL TO COACHING

They facilitate. They are sparks. They are catalysts.  
They draw out what is within.  
They trigger incredibly powerful insights.

## **PERSPECTIVES**

They open up different perspectives,  
help you see things from different  
STANDPOINTS.

## **TRUTH**

They thrive on HONESTY and  
CURIOSITY.

WHY ARE  
QUESTIONS  
SO  
IMPORTANT?

## **REFLECTION**

They drive INTROSPECTION and  
REFLECTION.

## **SOLUTIONS**

They drive new INSIGHTS and new IDEAS.  
They open the door to TRUTH and LEARNING  
and finding our way to SOLUTIONS.

## **ACTION**

They lead towards ANSWERS and ACTION.

## **MINDSET**

They drive ALTERNATIVE THINKING and  
lead to MINDSET CHANGE.

# TYPES OF QUESTIONS

## OPEN

**These types of questions elicit a LONG RESPONSE.**

They start with words like:

WHAT?  
HOW?  
WHY?  
WHEN?  
WHERE?  
WHO?  
WHICH?

These questions allow you to EXPLORE.

e.g.  
"On a scale of 1-10  
WHAT is the most ..?"

"If you could do something different,  
WHAT would it be?"

## COMPOUND

**These questions are multiple questions asked as one big question so they are confusing.**

e.g. what would it mean to you to get promoted and how would that change the way you behave now or your next steps?  
(Just ask 1 question at a time!)

## CLOSED

**These types of questions elicit a SHORT RESPONSE, e.g. YES/ NO.**

They start with words like: DO, CAN, WILL, DID

can be useful for clarity and to lead to open Qs

e.g. "Did you ...?"

## HYPOTHETICAL

**These questions make you think "WHAT WOULD HAPPEN IF...?"**

They help you explore a different reality/ possibility/ outcome

e.g. "What would happen if you didn't ...?"

THE KEYS TO GREAT QUESTIONING

**MIX IT UP!**

Use a **variety** of different question TYPES

**LISTEN**

Sit with the question before rushing to the next. Be **OPEN** and really listen to what comes up.

**SILENCE...**

Don't be afraid of silence... its key roles are **THINKING TIME**, and **INWARD REFLECTION**.

**KISS!**

**KEEP IT SHORT and SIMPLE**

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