



The Wounded Healers

THE ART OF THE QUESTION

Most Questions are not Real Questions



So Where does a Real Question Come From

1. INTENTION

WHY ARE YOU ASKING?

(To make a point, to convince OR ... to seek understanding)

2. ATTITUDE

Open, Curious ...

3. SKILL

1. LISTEN

To the other ... To Yourself (To make a point, or convince OR ... to seek understanding)

3. LISTEN FOR

A QUESTION

2. PAUSE

'Follow the discomfort.'
Hold the tension.

4. SHARE

Include the source of your inquiry. (What I heard you say ... is that it?)

5. ALLOW SPACE

For a response

"If I had an hour to solve a problem and my life depended on the solution, I would spend the first 55 minutes determining the proper question to ask, for once I know the proper question, I could solve the problem in less than five minutes."

ALBERT EINSTEIN

