

**Where is
courage
needed?**

*What are the promises
your customers
must deliver on?*

**What does the past
reveal?**

**Who would
CHAMPION this cause?**

What might help look like?

**How would this
look as a map?**

What do you long for?

*What would a whisper
accomplish?*

**What does it look like
from over there?**

**What would
your hero say?**

*What could be scrapped
without loss?*

**Where
are you rushing to?**

**What would broaden
the perception of
us / we ?**

*What would a simpler way
look like?*

**So: what if you
started in the middle?**

**What would
a wise person
whisper in your ear?**

*How do you
get your energy?*

Where are we going?

Who cares? Why?

**Who wants you
to succeed?**

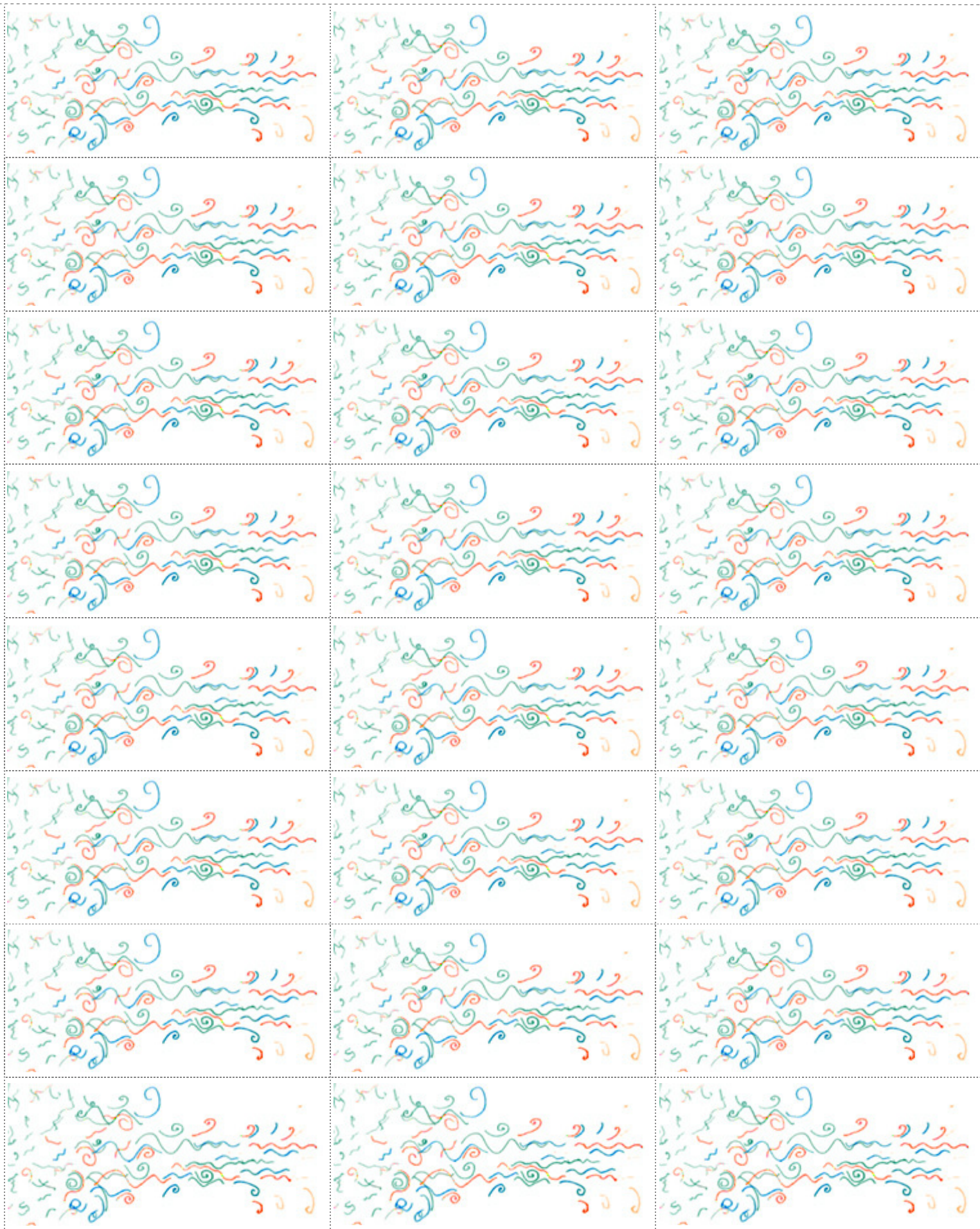
Who is affected?

Who is your sidekick?

Who else could do it?

What if you didn't?

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WHO'S MISSING?

When is it time to go?

What's next?

Where's your growing edge?

Why not?

How would different words help?

Where is our energy?

What do the actions say?

What is at risk?

Where is the compromise?

What if you let go of it?

What's your bottom line?

When would the time be right?

What offer can you make?

WHAT BRINGS THE MOST VALUE?

What if it's good enough?

What's the worst that could happen?

Who needs help?

Curious?

What part can you sympathise with?

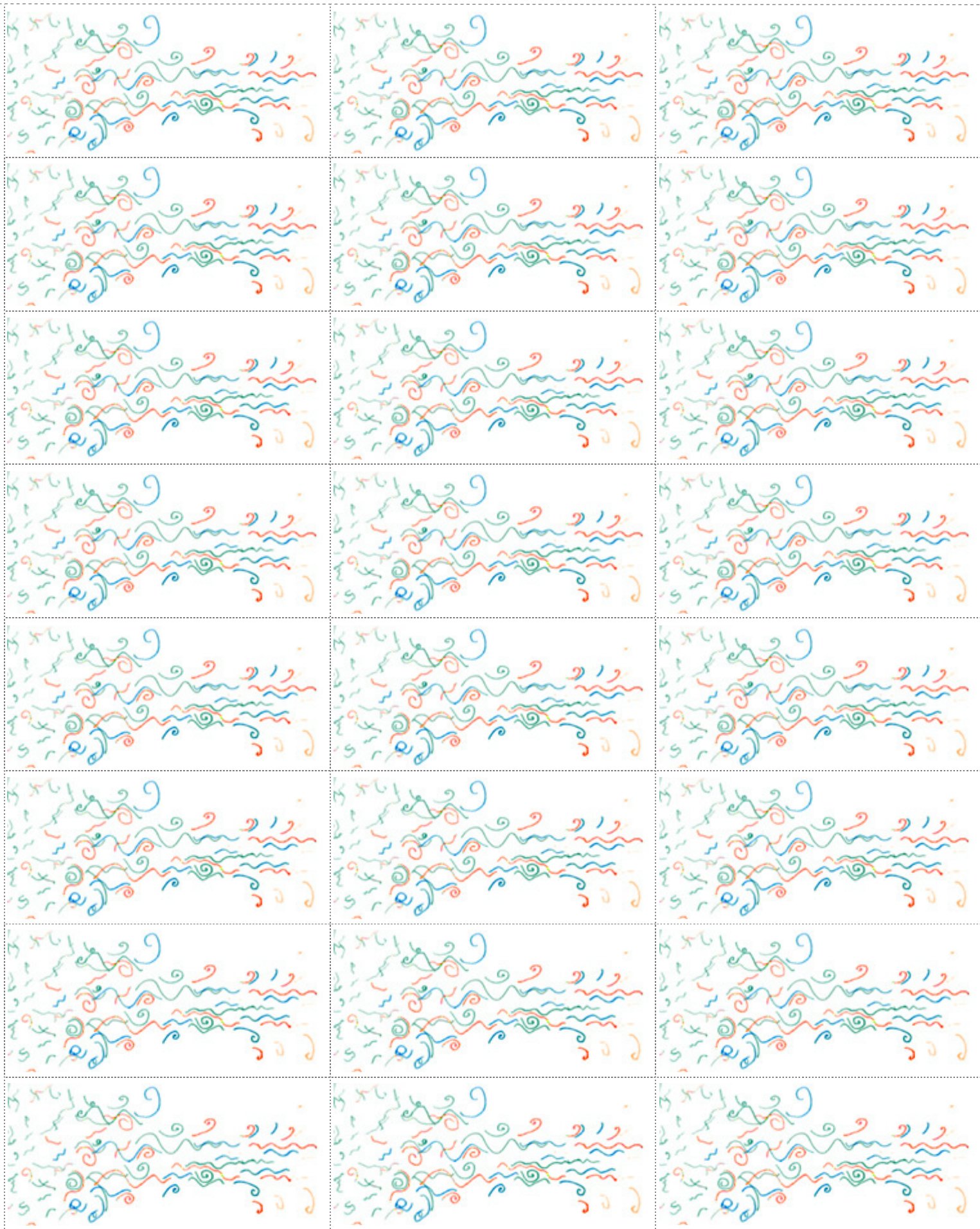
How can you make it feel safer?

What's introducing risk?

How will it look in a year?

What might your absence accomplish?

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*Which way is
the wind
blowing?*

What do you smell?

**What's
the theme song
today?**

What new skill can you learn?

What is pressure causing?

**What is the mood here?
There?**

What is hidden?

*Who do you
want to succeed?*

**Who knows
what you don't?**

**What if you called it
an experiment?**

Where are the tricky parts?

What's not being said?

*Who can you
partner with?*

Where is the fun?

What's incongruent?

*With whom should you
keep in touch
regularly?*

When can you meet in person?

**What if you
cut it in half?**

What's so important,
you'd leave your comfort zone
to make it happen?

How much could it cost?

What might a private conversation yield?

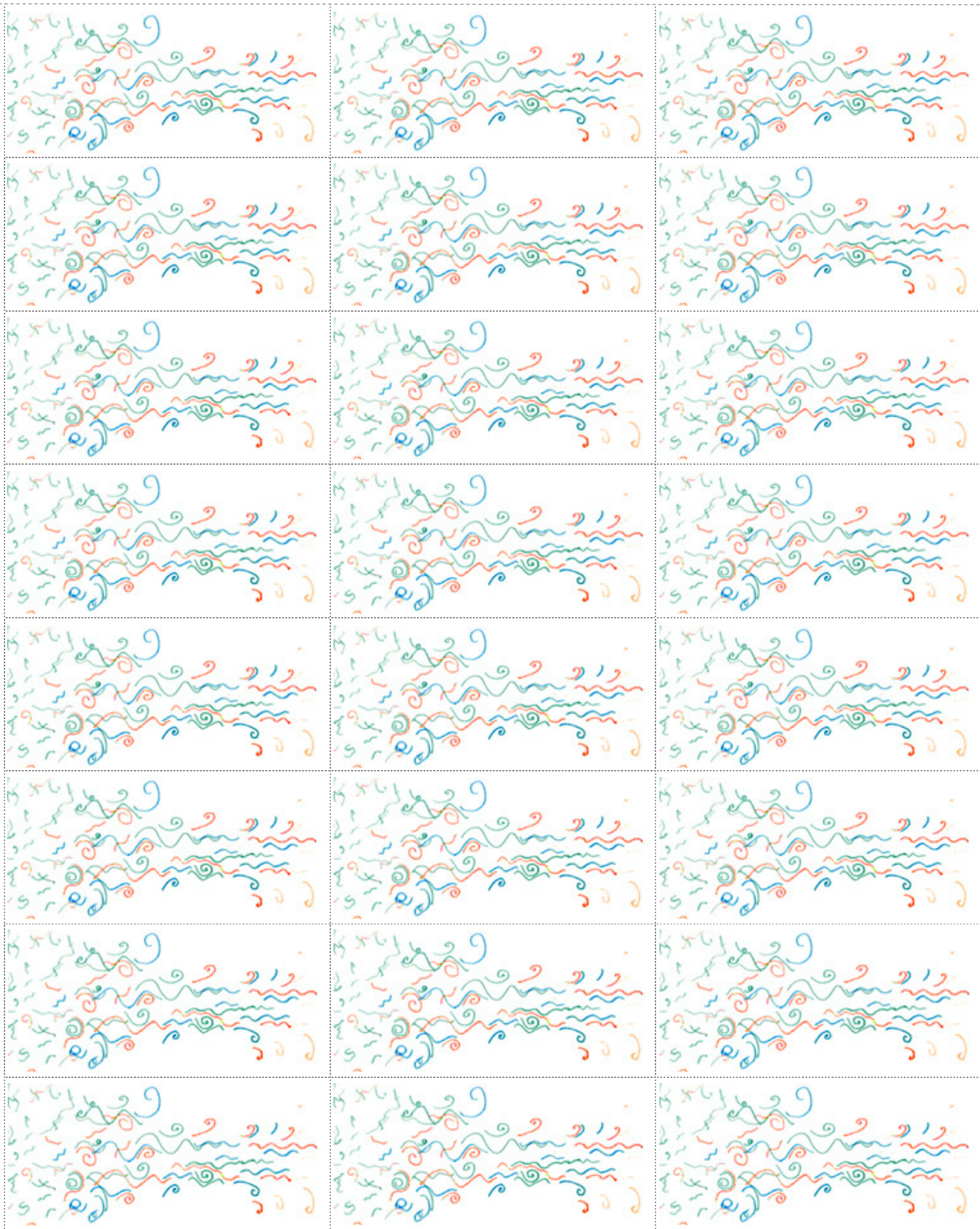
**how are you
being heard?**

*What's
already working
that you can build on?*

**A small game is safe;
a big game is meaningful, exciting.**

What's your Big Game?

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Is it just the
"squeaky wheel"
that needs grease?

What could you ask next?

Whose opinion matters?

WHO MIGHT BE
WAITING FOR
AN INVITATION?

Lay out a few Powerful Questions.
Pick the one that attracts (or irritates!) you.
Now play with it: brainstorm, ask a friend,
draw a mindmap, reflect on the subway.
And LISTEN FOR ANSWERS!

Most powerful: WHY / WHAT / HOW
Less powerful: **WHO / WHERE / WHEN**
Weakest: **WHICH / YES–NO** questions

(Source: The Art of Powerful Questions. Brown, Vogt, Isaacs)

a Powerful Question
surfaces hidden assumptions,
invites new possibilities,
and stays with the listener
evoking new questions and
generating forward movement.

POWERFUL QUESTIONS

designed for change agents who feel stuck.

Use them to get on top of things,
out of a rut, into an opportunity.

www.deborahpreuss.com
sn.im/PowerfulQuestionCards

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