



SAMPLE QUESTION STEMS FROM "THE POCKET GUIDE TO PROBING QUESTIONS"

- WHAT WOULD HAVE TO CHANGE IN ORDER FOR...?
- WHAT IS YOUR HUNCH ABOUT...?
- WHAT IF THE OPPOSITE WERE TRUE? THEN WHAT?
- WHAT IS THE BEST THING THAT COULD HAPPEN?
- WHAT ARE YOU MOST AFRAID WILL HAPPEN?
- WHAT DO YOU NEED TO ASK TO BETTER UNDERSTAND?
- HOW DO YOU FEEL WHEN...? WHAT MIGHT THIS TELL YOU ABOUT...?
- IF YOU WERE X, HOW WOULD YOU SEE THIS SITUATION?
- IF TIME, MONEY WERE NOT AN ISSUE...?