

Goals hierarchy- sample questions

Questions to move up to the next level (chunking up):

- What difference would that make?
 - Why would that make a difference?
 - How would this make a difference?
 - Would that make a difference for everyone or just your situation?
 - If all these things were leading to something what would that be?
 - How does this fit with the bigger picture?
 - Why would that be important?
 - What effect would this have?
 - What are you actually trying to achieve here?
 - What is it you really want?
 - What's the benefit in that?
 - If this happened how would it feel?

Questions to move down to the next level (chunking down):

- What/How/When/Who specifically?
 - What are examples of this?
 - What would be the first step towards that?
 - How would you do that?
 - What would have to happen?
 - If you had ...how would you know?
 - What would it look like if you...?
 - What is a good way of doing that?
 - How could that need/goal be satisfied?
 - What are some ways you could...?