

Whitmore's Top 10 Powerful Questions

1. If I wasn't here, what would you do?
2. If you knew the answer, what would it be? ... (or "If you did know...?" in response to "I don't know.")
3. What if there were no limits?
4. What advice would you give to a friend in your situation?
5. Imagine having a dialogue with the wisest person you know, or can think of. What would they tell you to do?
6. What else? (This used at the end of most answers, will evoke more. This followed by plain silence can also evoke more, by allowing the coachee space to think.)
7. What would you like to explore next?
8. I don't know where to go next with this. Where do you want to go?
9. What is the real issue? (sometimes used to help the coachee get out of the 'old' / familiar story / narrative.)
10. What is your commitment on a scale of 1 to 10, to doing it? What can you do to make it a 10?