

## **Good questions:**

In the beginning:

- You are the expert on the topic, so I am looking forward to hearing your perspective and insights
- Will ask a lot of questions, this is only because I want to really understand your point of view and I don't want to make assumptions from my own understanding

Having no timeframe in the goal/question:

- When in the future would you like to reach 100%? Where would you love to be? If you feel 100% is not reachable – which percentage is inspiring to you?

Finding the goal variables:

- How do you know / how can you measure if you have reached your goal? (most often this is more than one variable)

Finding connections:

- What would lead to this variable to increase/ lead to having more of (expl: knowledge regarding the topic) – and then what would need to happen for the new found variable to increase?
- What would need to happen, for this variable to decrease/get completely empty?
- Open question: do you see any connection between the variables in front of you?

Do you/ the dialogue partner feel stuck?

- Looking back at the Behaviour over time graph – what were the variables/things that would bring you from the business as usual to where you want to be / to 100%?
- Remember how you felt at 100% and at 0% - how were you able to tell that you are that 100% or at 0%?
- If you had to explain the challenge with very few simple words and steps to somebody / to a 10 year old child– what does it take to reach your goal?
- If you want, we can pause on this part of the model and switch somewhere else that would also be interesting for you to investigate.