



Masterful Questions



Frictors Affecting Masterful Questions - Forcing Checklist

Use the scale to access the intensity of the frictor. Circle 1 if the statement feels not true for you and 5 if it feels very true.

Forcing Frictor – “I have to make sure something happens”

If I don't push it with my questions, it will never happen	1 2 3 4 5
I have to ask questions that get the person to do what I want	1 2 3 4 5
I'm going to make this inquiry powerful	1 2 3 4 5
I have to challenge their sense of commitment by inquiry	1 2 3 4 5
I need to find out when it's going to be finished	1 2 3 4 5
I need to make sure they're doing it the right way	1 2 3 4 5
I have to make sure they go 'deep'	1 2 3 4 5
I need to know the project will turn out right	1 2 3 4 5
I have to make sure my inquiry doesn't lead to timewasting	1 2 3 4 5
If I don't ask the right question then the job won't get done	1 2 3 4 5
I have to find out what the problem was so I can fix it	1 2 3 4 5
I have to make sure this issue never happens again	1 2 3 4 5
I have to understand what their obstacle to finishing is	1 2 3 4 5
If I don't challenge them with my question then I'm failing	1 2 3 4 5
I have to make sure I am clear so I don't get bad feedback	1 2 3 4 5
I need to make sure I have all the data first before asking	1 2 3 4 5
I have to get inside their head so I know what to do	1 2 3 4 5
I have to ask smart questions	1 2 3 4 5
I have to know their answer right now	1 2 3 4 5
I want them to ask me only easy questions_____	1 2 3 4 5
I have to get them to great results or they'll fire me	1 2 3 4 5
I have to move them along faster	1 2 3 4 5