

# Questioning Skills

## The Meta- Model

Meta Model questions change perspectives. They support moving someone from their surface structure communication to reveal the deep structure – their unconscious beliefs, values, decisions. They help to gain a better understanding someone's model of the world.

### MIND READING

CLAIMING TO KNOW SOMEONE ELSE'S THOUGHTS WITHOUT SPECIFYING HOW YOU KNOW:

He doesn't like me → How do you know he doesn't like you?

### CAUSE - EFFECT

STATEMENT IMPLIES THAT A CAUSES B:

Being responsible makes me feel stressed → How does it make you stressed?

### LOST PERFORMATIVES

VALUE JUDGEMENTS WHERE EVIDENCE FOR THE JUDGEMENT IS OMITTED:

Its wrong to slow the team down → Wrong for whom?

### UNSPECIFIED VERBS

VERBS WHERE SOME DETAIL OF THE ACTION IS NOT SPECIFIED:

They rejected my idea → How specifically did they reject it?

### UNIVERSAL QUANTIFIERS

WORDS LIKE: ALWAYS, ALL, EVERY, EVERYONE, NEVER, NO ONE:

I always make the wrong decision → You have never made a good decision?  
Always?

### MODAL OPERATORS

OF POSSIBILITY: CAN, WILL OF IMPOSSIBILITY: CAN'T, WON'T OF NECESSITY: MUST, HAVE TO, IT IS

I can't do it → What stops you?

### DELETION

WHAT IS LEFT OUT/IGNORED:

I am undecided → What are you undecided about?