



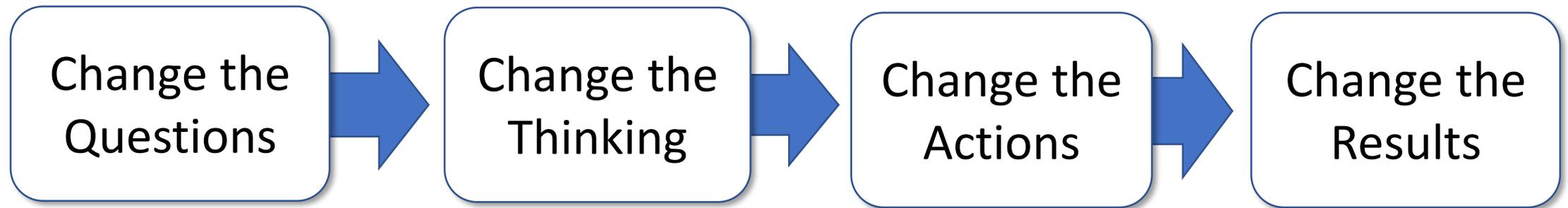
Changing actions
without changing thoughts



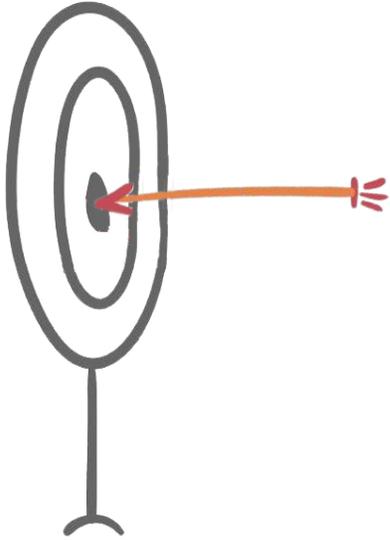
Same results



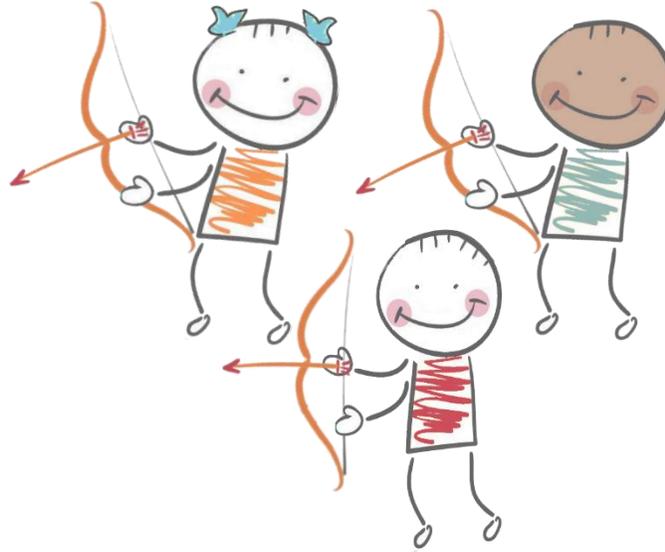
To change your thinking, change the questions you ask



3 Questions that Change the World



**Questions about
where we aim**



**Questions about working
with others**



**Questions about
resources**



Successful Movements: 3 Questions

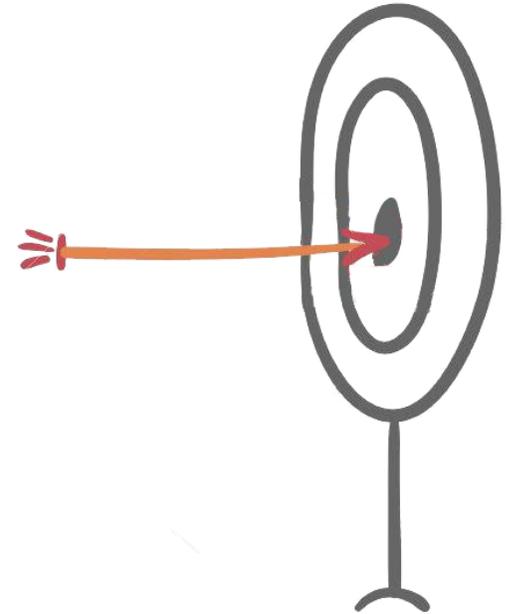
#1: Questions about where to aim

Questions that react to what's wrong:

- What is the problem and how will we solve it?
- What is the root cause?
- How can it be prevented?

Questions that create what is possible:

- What do we really want?
- What would “good” look like?
- And what will it take to get there?



Successful Movements: 3 Questions

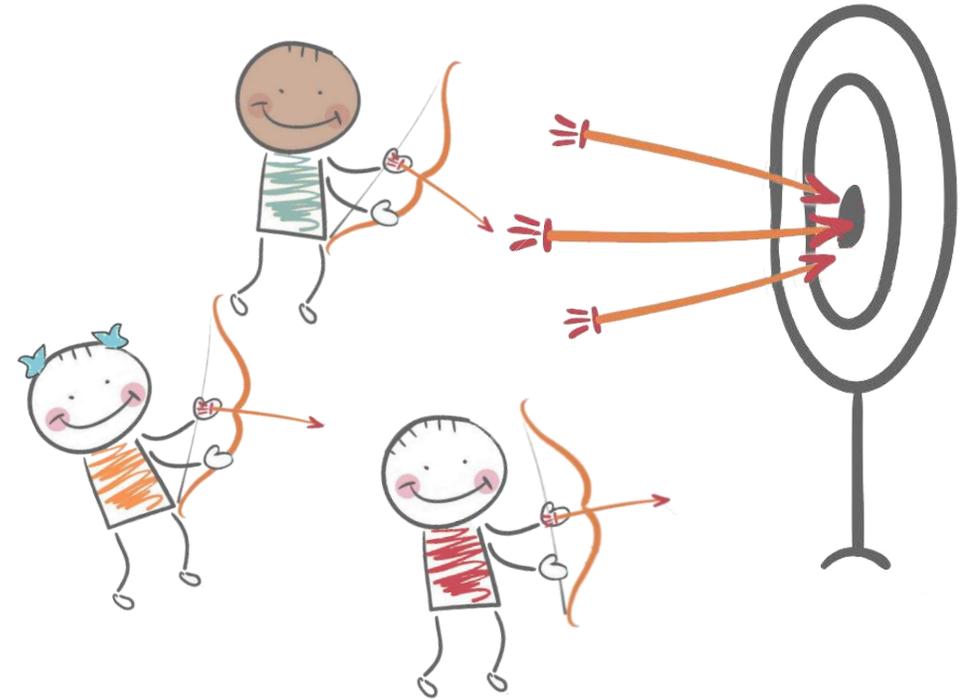
#2: Questions about working with others

Questions that mistrust & compete:

- How can we get people to support our org vs. our competition?
- How can we make sure people don't cheat / take advantage / mess up?

Questions that bring out the best in each other:

- Who else cares about what we care about?
- What could we accomplish together?
- What will bring out the best in all of us?



Successful Movements: 3 Questions

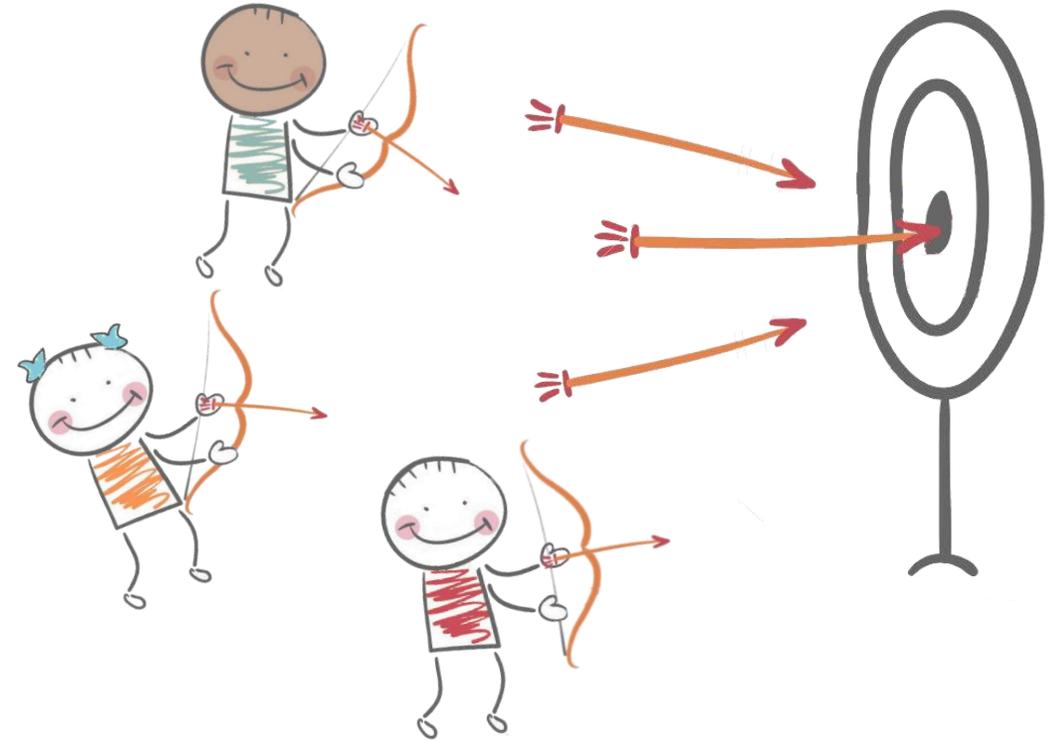
#3: Questions about sharing what we have

Questions that reinforce scarcity:

- Where will the money come from?
- How are we going to pay for that?
- How can we do more with less?

Questions that create enoughness:

- What do we have together?
- What can we share?



Stuck?

Ask yourself:

- *What question is this answering?*
- *And what question COULD I ask instead?*

