

Here are some open questions for you to use:

1. What do you want to accomplish?
2. What is your dream/perfect outcome?
3. What are you willing to give up, in order to achieve your desired outcome?
4. What would happen if you did nothing?
5. What are your criteria for evaluating any solution?
6. Are there other explanations or causes of your issue?
7. Why do you want to work on this issue?
8. What have you already tried?
9. What is your biggest challenge?
10. What will happen if you don't get a resolution on this issue?
11. What is the extent and severity of the problem?
12. How is this problem affecting you?
13. What are you feeling?
14. If you were your best friend, what would you tell him/her?
15. How would it be different if you tried that?
16. Why is this important to you?
17. What is the worst thing about this?
18. What are you afraid of?
19. What would you do if you weren't afraid?
20. What can be done to make this different?
21. What would make you most satisfied?
22. How would your KPI's/financial measurements change if this were resolved?
23. What would be the non-financial impact if this were resolved?
24. How much is it worth to you to resolve this?
25. What would you personally be willing to do to change the situation?
26. What are you not willing to do?
27. What's the most uncomfortable question that I can ask you now?
28. How do you know that is a fact?
29. How will that lead to a different result?
30. What crazy idea have you thought about doing?
31. What would you most like to change with the current situation?
32. What keeps you up at night?
33. What else could this mean?
34. What are the emerging trends that will significantly impact your future growth potential?
35. How can you get there faster and easier?
36. What is it about the last question that is making you uncomfortable?
37. What question should be asked, that no one has asked yet?
38. What are you going to do next? By when?
39. How can I help you?
40. That's an interesting thought, what process did you go through to reach that conclusion?
41. What's our biggest risk in this, and what's your fallback position?
42. What if we did nothing at all, what would happen?

43. Are we missing anything here?
44. Would you please give me a bit more detail on the logic used to arrive at your [costs, timing, return estimates, etc.]?
45. How will this impact [individual, team, business unit, competitive advantage, brand perception, customer satisfaction, etc.]?
46. Why are we doing things the way we're doing them?"
47. What type of project gets you really excited?
48. When do you feel like you are in the zone?
49. What's one thing you would change to improve your work process?
50. What's your vision for this project?
51. What would you like to do less of?