



## CREATING THE FUTURE

Change the Questions, Change the World!

Asking even one of these questions opens the doors to greater potential. Conversations and situations shift as you change the questions you ask, often quickly and dramatically.

Even more powerful is the shift that happens when we ask these questions together, in sequence. Why in sequence? Because Catalytic Thinking harnesses *causality* in service to the future we want. And because causality is linear – this will cause that, and that will cause the next thing - the greatest power of these questions lies in asking them in order.

1. Who will be affected by our decision / action? No matter what the decision or action is, who will be impacted? And then who will be impacted by *them*?
2. Listening to those individuals: What positive outcome do they want? What strengths do they bring to the issue? What are the values at the heart of the issue for them? What would those individuals need in order to be part of the decision, to fully participate?
3. Grounded in what you learn from listening, what is the highest potential outcome for each of those parties – including the highest potential outcome for you? What would “good” look like? If the decision is about a problem, what would “good” look like if the problem were no longer there? And then what would those good situations make possible? For whom? (The more you ask “What would that make possible?” the more aspirational your goals will be – and the more you’ll find agreement in that vision.)
4. In order for that high potential outcome to be reality, what conditions would need to be in place? What would people need to feel, have, know, value, be assured of?
5. What actions will create those conditions for success? Who else cares about what you care about, and what actions could you take together, to accomplish what no one individual or group could accomplish on its own?
6. What do you need internally, in order to take those actions? What do you and your team need to feel, have, know, understand, be assured of? What will it take to walk the talk of your values as you take action?
7. To create those internal conditions for success, who can you collaborate with? Who can you share resources with?

As with everything at Creating the Future, we hope you will share your experience as you practice asking more catalytic questions.