

# Discover the Power of Questions!

*Asking rather than telling* is at the foundation of coaching, and the powerful question is perhaps one of the cornerstones. However, it is not the prerogative of just the professional coaches. Everyone who is interested in developing a coaching mindset can learn asking the powerful question – to themselves or to the other person.



## What happens when you ask a powerful question?

- ✓ A provocative, open-ended questions has the power to send you into the realm of insights about yourself.
- ✓ It instantly changes your focus and the way you feel.
- ✓ This helps you to get access to your resources inside you to succeed.

Unfortunately, we have been geared into looking at what is not working and as such asking the questions that send us in the direction of something that is not working. It becomes a habit and develops a habitual focus.

For example, a typical new year resolution that we often hear is – I want to reduce my weight, or I want to be thin. The question these people normally ask is -Have I lost weight? How can I become thin? In this process they are highly likely to develop a mindset of – not being able to lose the weight or not looking attractive etc. Result? – losing interest in the process, losing interest in exercising and in some extreme cases, losing self-esteem.

Instead change your focus by asking right powerful questions which focus on the “*purpose*” and “*the gains*” that you want from your actions. If exercising or going to the Gym is the action that you might be taking to reduce your weight and get back into a better shape, then ask yourself what the ultimate purpose is and what am I gaining from this action.

If the intrinsic motive of exercising is to feel energetic, feel good about yourself, and ultimately gain self-esteem, then the powerful question could be –

- How energetic and healthy am I feeling today?
- What am I doing today that makes me feel good about myself?

Ask yourself a question, especially a personal question, which sends you in a particular direction to find an answer - the direction filled with possible discoveries.

## So, **WHAT QUESTIONS ARE YOU ASKING YOURSELF TODAY?**

My request to you-

- ✓ Put 3 powerful questions on an ongoing basis that empower you to access your own internal resources!