



The 5 Questions Framework

This process is adapted from various sources:

- Thin Book on Appreciative Inquiry by Sue Annis Hammond.
- Spiritual Marketing by Joe Vitale.
- Excuse Me, Your Life is Waiting by Lynn Grabhorn.

Here are the five questions:

1. What's working? Or, what is already right?

We start from a positive place and move forward from a place of what's already working now. This concept isn't only applied in coaching; the whole field of Appreciative Inquiry is based on the premise that we can only move forward by looking at what's working now, rather than fixing on what's not.

2. What is it that makes it right, or working? Why is it working?

This question aligns you (or the client) with how you (he/she) want to feel. When you notice what's working and can feel what that is like in your life you get to the essence of why it's working. I get more of what I want when my feelings or emotions are in alignment with what I'm wanting.

3. What would be ideally right? What would make it more right?

Sometimes, the ideal is so far from what you can feel, you're better off focusing on what would make things more right. The more I can imagine and feel the ideal, the more energized I'll be, and from that energy will come vast amounts of creativity and resourcefulness.

4. What is not quite right YET?

The wording of this question is very important. Using the word "yet" gives a sense of possibility. When you focus on this question, you create an opening, what is often referred to "locking on" to the creative energy of the universe, versus being "locked off" when you're focused on something missing.

5. What resources can you find to make it right? What would help you get closer to the ideal more easily?

This is the outer part of the 5 question framework. When you answer questions 1-4 you'll generally feel more energized and inspired, which leads to a sudden awareness of the resources needed to make it happen. Resources include people, books, web sites, letters, placing an ad, calling a friend, etc.