

Powerful Questions for Eliciting Well-Formed Outcomes

Criteria	Questions
1. Outcome must be stated positively	<ul style="list-style-type: none"> • If you weren't (experiencing) "x", what would you be like? • If that is what you don't want, what do you want? • What do you want instead?
2. Outcome must be stated specifically and in sensory based terms.	<ul style="list-style-type: none"> • How would you know if you had it? • What is a demonstration of it? • How would others know you have it?
3. All components of experience must be present in outcome.	<ul style="list-style-type: none"> • What would you be saying and doing? • What would you be thinking? • What would you be saying to yourself on the inside? How would you talk about it with friends? • What would the world look and sound like to you?
4. Outcome must be within the power of the person to get and maintain.	<ul style="list-style-type: none"> • Can you do this? • If others are involved, what do you want for yourself? • What will having them change do for you?
5. Outcome must be appropriately contextualized.	<ul style="list-style-type: none"> • When and where do you want it? • When and where do you not want it?
6. Outcome must be "ecological" for the person and preserve any positive by products of the present state.	<ul style="list-style-type: none"> • Would it really be ok with you to have it? • Imagine that you have it and everything that goes with it, do you really want it? • Is it worth doing it? Is it worth the effort and challenge that it may take to get it? • How would family, friends, etc. respond? • What stops you from getting it now?
7. Outcome must be in alignment with higher values and goals.	<ul style="list-style-type: none"> • What would having this do for you? • How does this fit in with the rest of your life? • How would having this effect your future?