

CARTESIAN QUESTIONS AKA SCRAMBLE YOUR BRAIN TO FIND OUT ANSWERS

Looking back at the life wheel, gain a clear goal or aim/intention of where you wish to place your focus.

Write this down.....

Note 1: Substitute their goal for 'the change' when you ask the questions.

Note 2: Remember, we don't necessarily need our clients to give a verbal answer – just full consideration of the question.

Note 3: Allow plenty of thinking time, especially for question 4. After each response wait a while and then ask, 'and what else?'

Now, ask these 4 Cartesian Questions, in order:

1. What WOULD happen if you DID make that change?

HELPS THE CLIENT: Visualise their goal fulfillment - increasing motivation.

2. What WOULD happen if you DIDN'T make that change?

HELPS THE CLIENT: Identify the pain of staying as they are - which can be a powerful motivator.

3. What WOULDN'T happen if you DID make that change?

HELPS THE CLIENT: Understand what they lose if they achieve their goal (this could be a useful loss - or a painful one!)

4. What WOULDN'T happen if you DIDN'T make that change?

HELPS THE CLIENT: Identify hidden perspectives and feelings. This question befuddles our left or conscious mind and can provide fresh perspectives through intuitive leaps.

Finally, wrap-up by asking what your client learned about themselves, and what they will take away from their answers:

- What surprised them?
- What is really helpful?
- What would they like to ponder on more?
- How do their responses impact their decision or motivation towards the goal?
- What values (things that are really important to you) can you see reflected in your responses?

SELF EXERCISE FOR YOUR AIMS/INTENTIONS/GOALS

IF I DO Write your goal/dream here

IF I DON'T Write your goal/dream here

What
WOULD
Happen?

1. What WOULD happen if you DID make this change?

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3. What WOULD happen if you DIDN'T make this change?

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Consequences

2. What WOULDN'T happen if you DID make this change?

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4. What WOULDN'T happen if you DIDN'T make this change?

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What
WOULDN'T
Happen?