

## Top 12 Questions for Success \*

This list is a tool for systematic problem solving and goal achievement. It is often used by individuals in personal and professional settings, including for leaders and managers and for teams and groups. You can consider each of the *12 Questions for Success* from several perspectives. Ask them of yourself – *What do I want?* Also ask them of others – *What do you want?* and *What do we want?*

There are many circumstances where the systematic use of these questions can serve you well. For example: You're stuck, frustrated, or want a change *or* you want to create something new, or go for a new goal personally or professionally.

### Your Questions for Success

1. What do I/we want?
2. What are my/our choices?
3. What assumptions am I (are we) making?
4. What am I (are we) responsible for?
5. How *else* can I/we think about this?
6. What is the other person thinking, feeling, and wanting?
7. What am I (are we) missing or avoiding?
8. What can I learn...
  - a. from this person or situation?
  - b. from this mistake or failure?
  - c. from this success?
9. What questions should I/we ask (self or others?)
10. How can I/we best take care of self and others?
11. What action steps make the best sense?
12. What is possible?

*\* This list is adapted from Dr. Marilee Adam's best-selling book, *Change Your Questions, Change Your Life: 7 Powerful Tools for Life and Work*. Berrett-Koehler Publishers, 2004. The book is available from Amazon. Also, you can download other resources from Marilee, including a free color copy of *The Choice Map*, from [www.InquiryInstitute.com](http://www.InquiryInstitute.com).*

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#### The Inquiry Institute

10 York Street; P.O. Box 339, Lambertville, New Jersey 08530-3204  
Phone: 609-397-9100 or 800-250-7823, Fax: 609-397-2998  
Email: [MarileeAdams@InquiryInstitute.com](mailto:MarileeAdams@InquiryInstitute.com) - [www.InquiryInstitute.com](http://www.InquiryInstitute.com)