

QUESTIONS FOR STORY INQUIRY



QUESTIONS: IMMEDIATE REACTION

Questions to gather insight about their first reactions to the report results.

- What was it like taking the assessment?
- What did you think when you first saw your results?
- Which motivations immediately grabbed your attention?
- Were there any results that surprised you?
- Which motivations seemed to resonate with you the most?

QUESTIONS: ESTABLISH GOALS/PURPOSE

Questions to establish goals or what they would like from the session.

- What do you want to get out of this session?
- Is there something that would be helpful for you to understand with your motivation results?
- If motivations could help you take next steps, what next steps do you hope to take?
- Is there a specific problem or scenario you would like to resolve?
- How do you envision your results helping you next?

QUESTIONS FOR STORY CONNECTIONS

QUESTIONS FOR FLOW: ACTIVATOR

Questions to gather insight about what activates an individual.

- How did you get involved?
- What was it that interested you?
- Can you explain how you got started?

QUESTIONS FOR FLOW: PROCESS

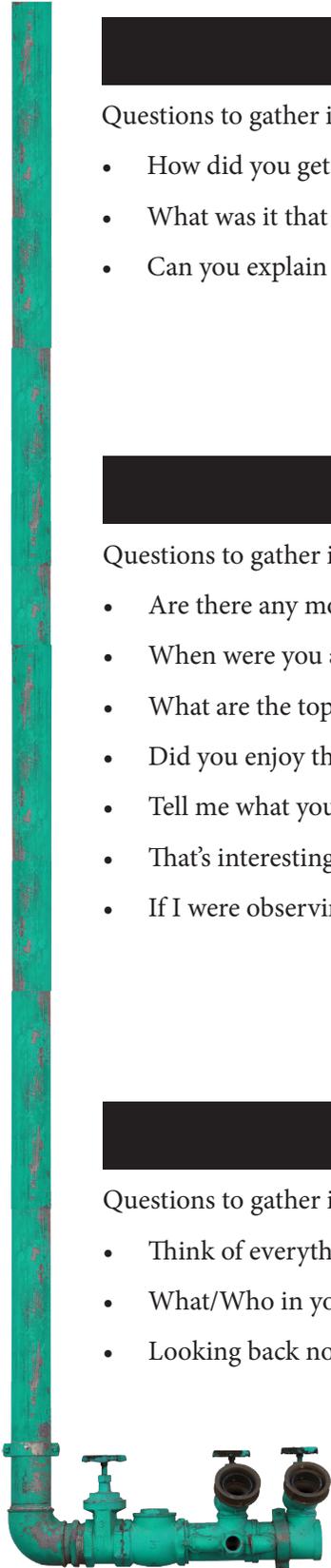
Questions to gather insight about which activities engage an individual.

- Are there any moments that stand out about what you love to do?
- When were you at your best in this story?
- What are the top activities in this story that you love to do first?
- Did you enjoy that?
- Tell me what you liked about that.
- That's interesting.... tell me more.
- If I were observing you in this story, what were you doing?

QUESTIONS FOR FLOW: OUTCOME

Questions to gather insight about what results are most satisfying to an individual.

- Think of everything that you did, what do you find the most satisfying?
- What/Who in your story was most impacted and why?
- Looking back now that all the effort and work is completed, what was most satisfying about the result?



TIPS FOR STORY INQUIRY

NOT ENOUGH INFORMATION

Questions to assist on expanding on the story to identify the activator, process, and outcome motivations:

- Say more about how you got involved in this activity- what do I see you doing?
- Is there anything else I might see you doing when you are involved?
- Are there things you are focusing on, or thinking through, or thinking about? If so, say more about how you did that.

STORY TOO BROAD

Questions to help focus on a specific time so that their story recall can provide specific activators and activities that have an energy or emotion in connection:

- Is there a specific activity in this story that you remember enjoying? Say more about how you did that.
- Can you say more about how you went about doing (XXXX - whatever “verb” they are describing)
- I'd like to be able to “see you in action.” If I were there and watching, what else would I see you doing?

CONNECT MOTIVATIONS TO SIMILAR SCENARIOS

Questions to help expand understanding of one's story and connect motivations:

- As you think about this whole activity, which motivation (s) seems to be “behind” most of it?
- Can you remember other times in your life you were in similar circumstances or a similar activity? Tell me about those.
- Do you see any of these top motivations “at work” there?