

Incisive Questions
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Advisor Blog Central

Advisors who know how to generate Incisive Questions™ to free their client's mind from untrue limiting assumptions hold a key to creating the best plan.

Incisive Questions™

What happens when the mind breaks through?
What steps has it taken so quickly that we do not see the steps?

Simply put, this break-through process is the mind asking itself an Incisive Question.

Here is how it seems to work:

Our thinking, feeling, decision-making and action are driven by assumptions. The good ideas and feelings come from true liberating assumptions. The bad ones come from untrue limiting assumptions.

So, to breakthrough from bad to good, the mind seems to go through roughly this sequence of questions:

1. What am I assuming that is limiting my thinking here?
2. What am I assuming that is most limiting my thinking here?
3. Is that assumption true?
4. What is a liberating true alternative to the limiting assumption?
5. If I knew (insert true alternative), what would I think or feel or do?

On paper this sounds pretty dry. But in practice it is one of the most scintillating and transformative things human beings do. The mind does it for itself in a flash when it can. When it can't, it does it a bit more slowly, but just as powerfully, with the help of those five questions and extraordinary attention from another person.

For example, if your goal is to restructure your time, the first question is: What are you assuming that is stopping you from re-structuring your time? You find as many assumptions as you can. Then with questions 2 and 3, you find the key untrue assumption. Then through questions 4 and 5, you build an Incisive Question. And voila, your mind breaks through. A new, true, liberating reality emerges.

Key Untrue Limiting Assumption	Liberating True Alternative Assumption	INCISIVE QUESTION:
<i>I am a victim of time pressure.</i>	I have choice about how I spend my time.	If you knew that you have choice...how would you re-structure your time?

Begin to listen for the untrue limiting assumptions your clients are making as they speak. And construct an Incisive Question for them that will free them from it. Asked gently, an Incisive Question will open your clients' minds and their hearts.

Link to original article on Advisor Blog Central:
<http://kline.advisorblogcentral.com/post/2008/05/Incisive-Questions.aspx>