



# ***Change the Questions, Change the World!***

# **What QUESTIONS are you asking?**

<b>Questions that react to what we do NOT want</b>	<b>vs.</b>	<b>Questions that create the future we DO want</b>
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| What should we do?   | vs. | What do we want to accomplish?  |
| What is the problem and what will we do to fix / solve it? | vs. | What would success look like? Success for whom?<br>- What result do we want to see, and what will it take to create that? |
| How can we prevent that? (Reacting to a future threat)     | vs. | How can we create a community / environment that is healthy?  |
| What obstacles could stop us?                              | vs. | What will it take to accomplish our goals?  |
| How can we solve our problems?                             | vs. | What will we create the future we want?   |

<b>Questions rooted in Scarcity</b>	<b>vs.</b>	<b>Questions rooted in Collective Enoughness</b>
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| How can we compete for scarce resources?                                     | vs. | What resources do we already have to build upon?<br>- Who in our community has what we need?  |
| How can we differentiate ourselves, so that people help us (vs. other orgs)? | vs. | What can we accomplish if we all work together?   |
| How can we raise more money?   | vs. | What resources do we need (not money - the stuff the money buys)? Who in our community has those resources? How might we partner with them? |
| How can our organization survive?  | vs. | Who else cares about our issues, and what could we all accomplish together?   |
| How can we do more with less?  | vs. | What could we accomplish if we work with others and pool our resources?   |

<b>Questions that reinforce the worst in each other</b>	<b>vs.</b>	<b>Questions that bring out the best in each other</b>
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| Have you tried _____? (i.e. I know better than you)   | vs. | What have you already considered about X?<br>- What have you tried?  |
| What are our weaknesses? What are our threats / obstacles / challenges? What might stop us? | vs. | What excites us about this?<br>- What is working well?<br>- What is important to us? What do we value most?<br>- What will it take for this effort to succeed? |
| What if they steal our idea?  | vs. | What could we accomplish if we share our idea?<br>- In what ways would our efforts be stronger if we do it together?   |

