



# Masterful Questions



## Frictors Affecting Masterful Questions – Self Image Checklist

Use the scale to access the intensity of the frictor. Circle 1 if the statement feels not true for you and 5 if it feels very true.

### Self - Image Frictor – “I have to protect how I look”

How dare you challenge my question!	1 2 3 4 5
How dare you say I asked the question wrong!	1 2 3 4 5
I'm going to make this inquiry powerful	1 2 3 4 5
I have to challenge their sense of commitment by inquiry	1 2 3 4 5
If I don't ask good questions, the coachee will think I am incompetent	1 2 3 4 5
If I don't ask anything I have a better chance of looking good	1 2 3 4 5
I need to impress them with my insightful questioning	1 2 3 4 5
It's important that I ask politically correct questions	1 2 3 4 5
It's important to look good especially when asking a client questions	1 2 3 4 5
Asking questions isn't as powerful as sharing my wisdom/advice	1 2 3 4 5
I need to ask perceptive questions so I am seen as promotable	1 2 3 4 5
I have to ask penetrating questions so they know I'm on top of it	1 2 3 4 5
I won't remember how to phrase the questions well	1 2 3 4 5
If I challenge the client with questions I might look unsupportive	1 2 3 4 5
No one understands my motives even when I ask good questions	1 2 3 4 5
Every time I ask a question I get shot down	1 2 3 4 5
I don't have enough experience to ask questions of clients 'above' me	1 2 3 4 5
I have to ask smart questions or others will think I'm stupid	1 2 3 4 5
If I don't get the right question answered, I won't be a great coach	1 2 3 4 5
Who am I to challenge the client via a powerful question	1 2 3 4 5
I don't want the other person to make me look bad	1 2 3 4 5
Asking questions is for losers	1 2 3 4 5