

CLARIFYING ANYTHING

5 STEPS to Finding a Solution
Answer each question in one sentence or less.

1. The Facts

What situation do you want to think through at this time?

Why did you choose this situation? Why has it developed? Why is it important?

When did it start developing? When do you need to take action?

Who is primarily involved? Who caused the situation? Who will benefit most and who will be adversely affected the most?

How could this situation change? How can you make a difference? How would you bring appropriate resources to bear?

Where should this be done, and why is that the best place to do it?

How much time, energy and money will it take to resolve this situation?

The better you are at asking questions, the better you can think through anything, anywhere, any time, the rest of your life.

2. The Context

Nothing is meaningful without context.

What is the context of the situation? The better you understand the context, the quicker you see what the situation really is.

What situations like it have you experienced before? How did you handle them?

How would you rate this situation in comparison with those others?

How significant or urgent is dealing with it compared to other situations? What difference will this situation make ten years from now? Would it be wiser to invest your time and resources in something more productive?

If you've imagined it to be much more consequential than it really is, what more

important situation should you be addressing?

3. What's Missing?

What missing information would give you a clear understanding of the situation?

4. The Most Profound Question

This fog-lifter applies to virtually every situation

“**What** would be the *ideal* solution for this situation?”

What would be the outcome if everyone involved acted in an ideal manner? If you had the ideal amount of money, equipment, facility, everything? Ideally, what would you have *then* that you don't have *now*? How much of it is truly critical?

Develop an insatiable commitment to seek the ideal. When you see the “Ideal,” you know how far it is between Acceptable and Best.

5. Trusted Counsel

If you asked your five closest friends to help you deal with this situation, what advice would they offer? Often just imagining their response gives you the perspective you need.

What 3 action steps would each of these wise advisors suggest you take TODAY or in the next 30 days to move toward a solution to this situation?

The above is taken from the book
LEADING with Confidence
Available at www.BobbBiehl.com