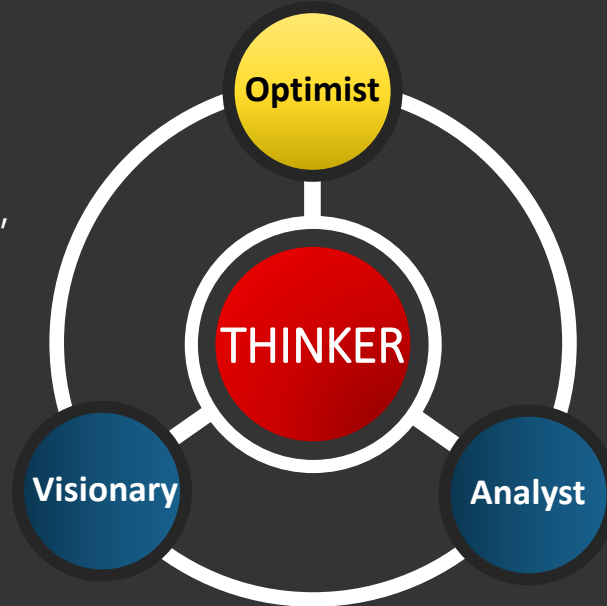


THE OPTIMIST

Your Perspective: "Let's Do It!"

CHARACTERISTICS/ TRAITS

- ④ Very confident that there is always a solution
- ④ Hunches, intuitions, impressions, gut instincts
- ④ Wants to move quickly
- ④ No justifications, reasons or basis



SAMPLE QUESTIONS

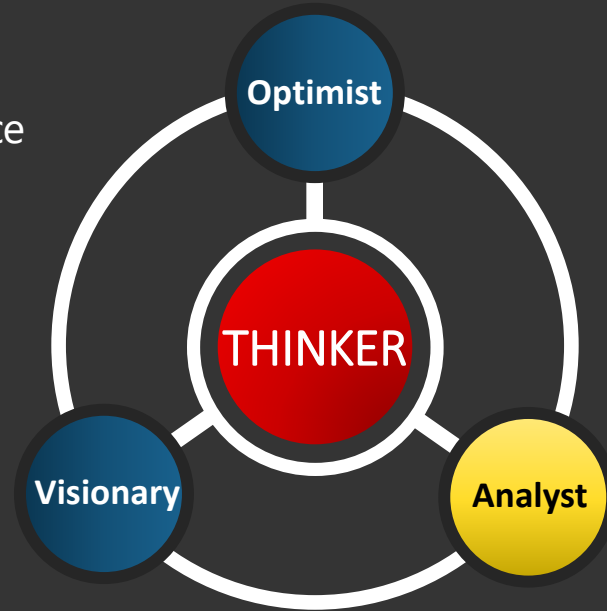
- ④ *What is holding you back to make it happen?*
- ④ *What do you need to get moving?*
- ④ *Who could you leverage to implement?*
- ④ *Why are you waiting ...?*
- ④ *How could you make this even better?*
- ④ *How do you feel about this?*
- ④ *What if ... the glass is half full ...?*

THE ANALYST

Your Perspective: "Let's look for data!"

CHARACTERISTICS/ TRAITS

- Fact checker looking for evidence and data
- Focuses on the objective
- Mirrors back, summarizes and paraphrases
- Can play devil's advocate



SAMPLE QUESTIONS

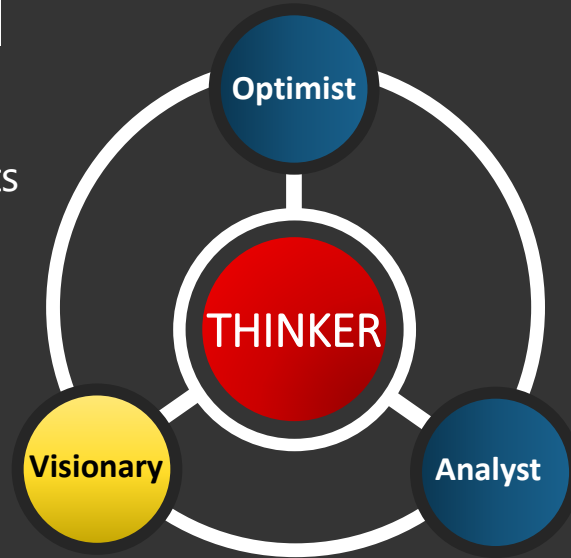
- ☞ *What is the value or benefit in this?*
- ☞ *Is this true?*
- ☞ *How do we know?*
- ☞ *How do we measure this?*
- ☞ *Why are we here?*
- ☞ *Where do you want to end up?*
- ☞ *What positive outcomes do you see?*
- ☞ *What really is at stake here?*
- ☞ *What crucial decision needs to be made?*

THE VISIONARY

Your Perspective: "Let's build something great!"

CHARACTERISTICS/ TRAITS

- ⌚ Positive while being strategic
- ⌚ Thinks big picture and connects the dots
- ⌚ Has vivid picture of the future
- ⌚ Thinks in scenarios



SAMPLE QUESTIONS

- ⌚ *What is your vision for how this can move forward?*
- ⌚ *Why is this worth doing?*
- ⌚ *How can you think outside the box?*
- ⌚ *How could you reshape the idea or content?*
- ⌚ *What are your options?*
- ⌚ *How would you describe this from 30,000 feet?*
- ⌚ *What would you do if you could start from scratch?*
- ⌚ *How would it look/feel like if you had solved this?*
- ⌚ *What would the ideal future look like?*