

Choice Map™

We choose moment by moment



START

Choose

Learner Mindset
Judger Mindset

React

What happened?
What do I want?
What are the facts?

What assumptions
am I making?
What can I learn?

What are they thinking,
feeling and wanting?
What am I responsible for?

What are my choices?
What's best to do now?
What's possible?

LEARNER
• Thoughtful Choices
• Solution Focused
• Win-Win Relating

Whose
fault is it?

SWITCH
Ask Learner Questions
to Avoid Judger Pit

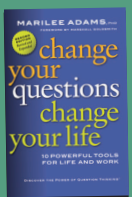
Switching Lane

What's wrong
with me?
What's wrong
with them?

JUDGER
• Automatic Reactions
• Blame Focused
• Win-Lose Relation

Why am I such a failure?
Why are *they* so stupid?
Why bother?

JUDGER PIT



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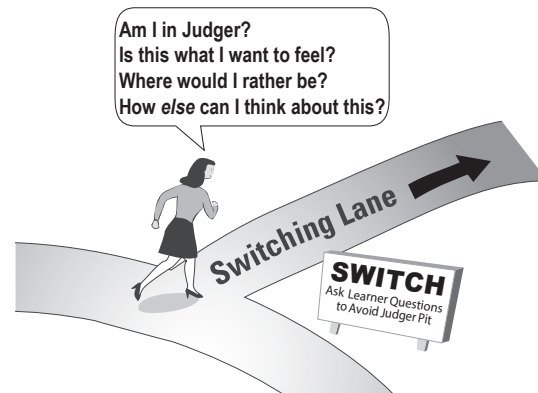


You and the Choice Map™

Imagine it's *you* standing at the crossroads on the left side of the Choice Map. Something has just happened and now you have to solve a problem or make a decision. Perhaps it's with your business, team, colleagues, or customers. Maybe it's with family or friends. Or maybe it's about your health, finances, or plans for the future.

Do this experiment while you think about your situation. First, ask yourself Judger questions (like those below) and notice how they affect your mood and confidence. Now, breathe, *switch* and instead ask yourself Learner questions (like those below). What happened this time? What changed in your mood and confidence? What possibilities can you now see?

Switching Questions: You really can *change your questions* and *change your life*. When you find yourself in Judger and want to be in Learner instead, ask yourself Switching Questions to help you “reset” to Learner. Some helpful ones include: ***Am I in Judger? Is this what I want to be feeling or doing? Where would I rather be? and How else can I think about this?***



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Use the Choice Map™ as a powerful tool for getting better results. *It's simple and it works!*

Judger Questions* include:

- What's wrong with me?
- Why doesn't anything ever work?
- Why is everyone so stupid and clueless?
- Whose fault is it?
- How can I prove I'm right?
- Why bother?

Results of Judger Questions:

- A mood of pessimism, negativity, and stress
- Mindset: judgmental, reactive, critical, inflexible
- Relating: attacking or defensive and win-lose

Learner Questions* include:

- What do I want? What are my goals?
- What works and what can I learn?
- What am I assuming and what are the facts?
- What am I missing? What are my choices?
- What action steps make the best sense?
- What's possible?

Results of Learner Questions:

- A mood of optimism, hope, and possibilities
- Mindset: thoughtful, responsive, curious, flexible
- Relating: connected, collaborative, and win-win

*** We all ask Learner and Judger questions and have the capacity to choose which ones to ask — moment by moment by moment.**

Visit our website to download free copies of the Choice Map; you can also send it to colleagues, friends, and family. The Choice Map is from the bestselling book *Change Your Questions, Change Your Life: 10 Powerful Tools for Life and Work* by Marilee Adams, Ph.D. She is also the President of the Inquiry Institute. The website has other free

resources as well as offerings such as consulting, executive coaching, workshops, e-learning, keynotes and Q-Storming®. These can make a positive difference for you — at work and in life.

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