The Fact Finder

Assumptions
Creative interpretations, hypotheses, or predictions

HEAR	ASK
“He/she thinks...”	What makes you recognize that...?
“He/she believes...”	How do you know...?
“He/she doesn’t/should...”	What evidence shows that...?
“He/she likes...”	What makes you think so?
“You/they/... will...”	
“Business/life/love/... will...”	

Limitations
Imaginary restrictions and obligations that narrow down options

HEAR	ASK
“I must...”	What might happen if...?
“We have to”	What’s preventing you/us from...?
“I can’t...”	
“I don’t...”	
“We shouldn’t...”	

Incomplete Facts or Experiences
Lack of precision in the description

HEAR	
“I heard...”	
“They said...”	
“She saw...”	
“I feel...”	

Complete Facts

ASK
Who? What?
When? Where?
How?How many?
Could you be more precise?
What do you mean by...?

First-Order Reality
Physically observable qualities of a thing or situation

Generalizations
Turning a particular into a universal case

HEAR	ASK
“Always”	Always?
“Never”	Never?
“Nobody”	Nobody?
“Everyone”	Everyone?
“People”	People?
	Are you sure?

Second-Order Reality
Perceptions, personal interpretations of the first-order reality

Judgments
Subjective assessment of a thing, a situation, or a person

HEAR	ASK
“I am...”	What tells you...?
“Life is...”	How is this manifested?
“It’s good/bad to...”	In what way is this unacceptable?
“It’s important to...”	Something on your mind?
“It’s easy/difficult to...”	

Copyright © 2023 Stefano Mastrogiacomo
All rights reserved. www.teamalignment.co

Strategyzer
strategyzer.com