





Bernie Maloney, CST

PE, CSM, CSPO

Agile Coach

Accelerating Genius

Turning Strategies into Results
From Startup to Beyond \$100M

Trainer

Neuro Linguistic Programming

OUTLINE

Getting into State



Picking up on Cues

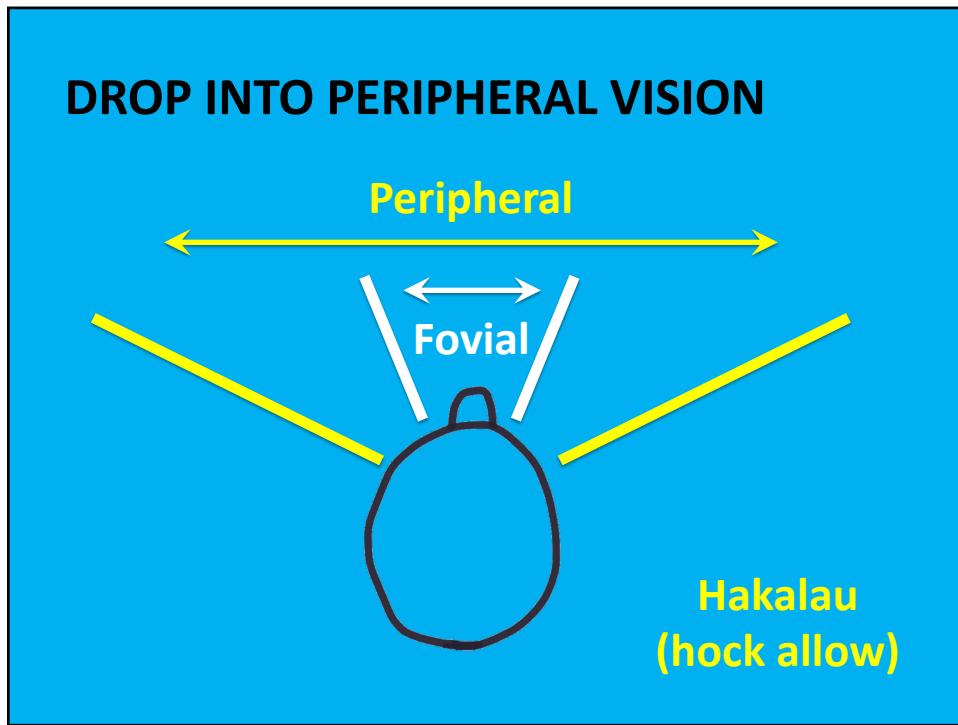


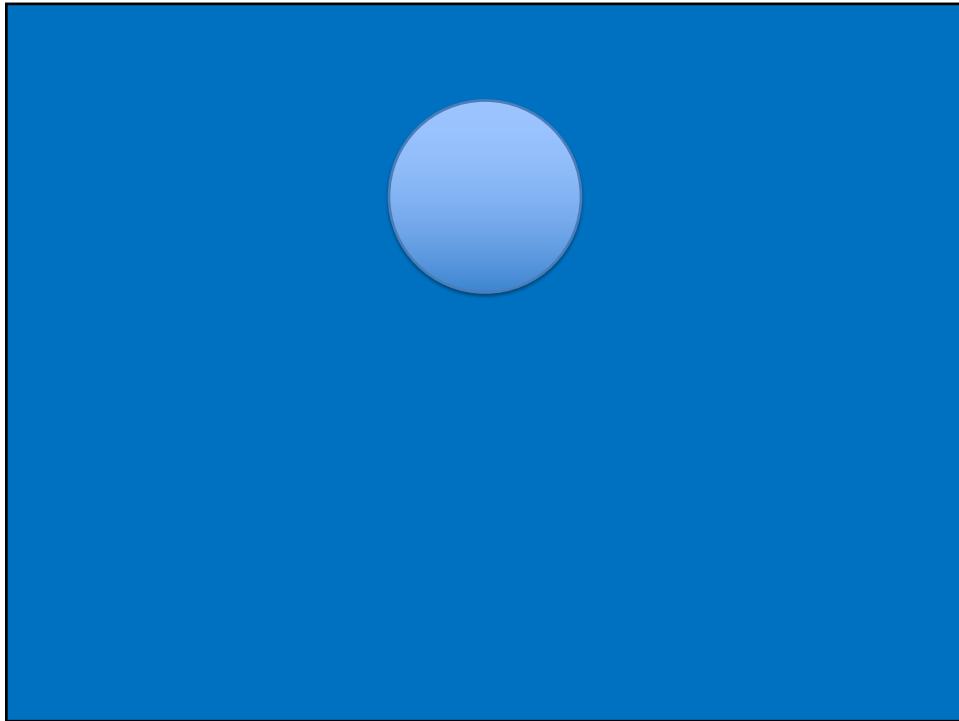
Getting Beyond
the Boundaries

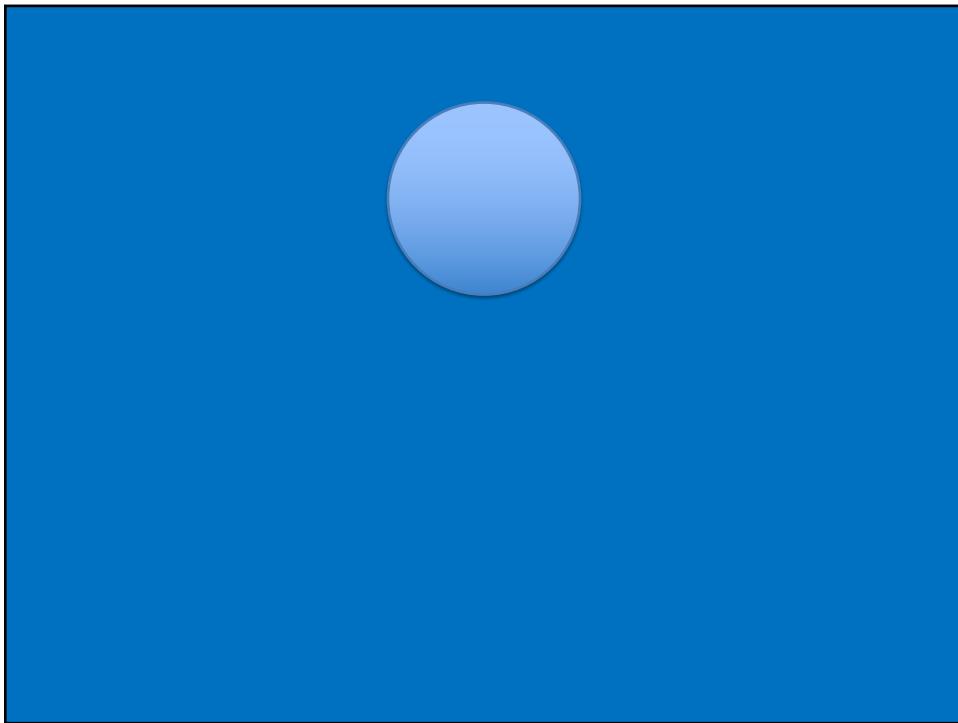


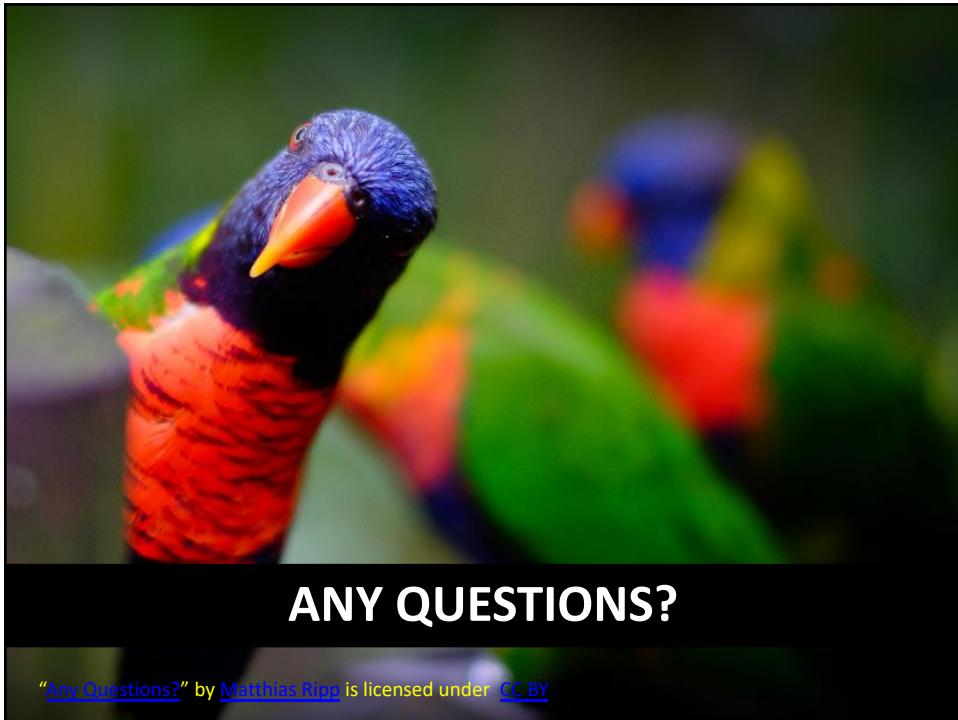
Taking the Leap:
Synthesizing & Applying

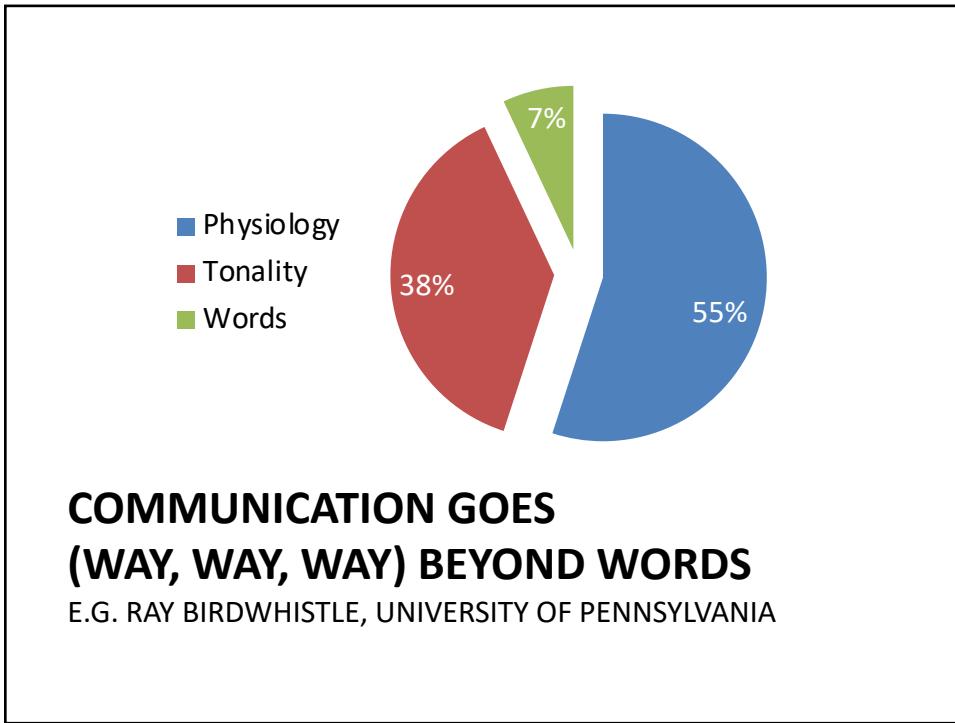














"[Happy chappy](#)" by [Tom Copper](#) is licensed under [CC BY](#)



"[Sad](#)" by [Adam Mirowski](#) is licensed under [CC BY SA](#)



PAIR EXERCISE:

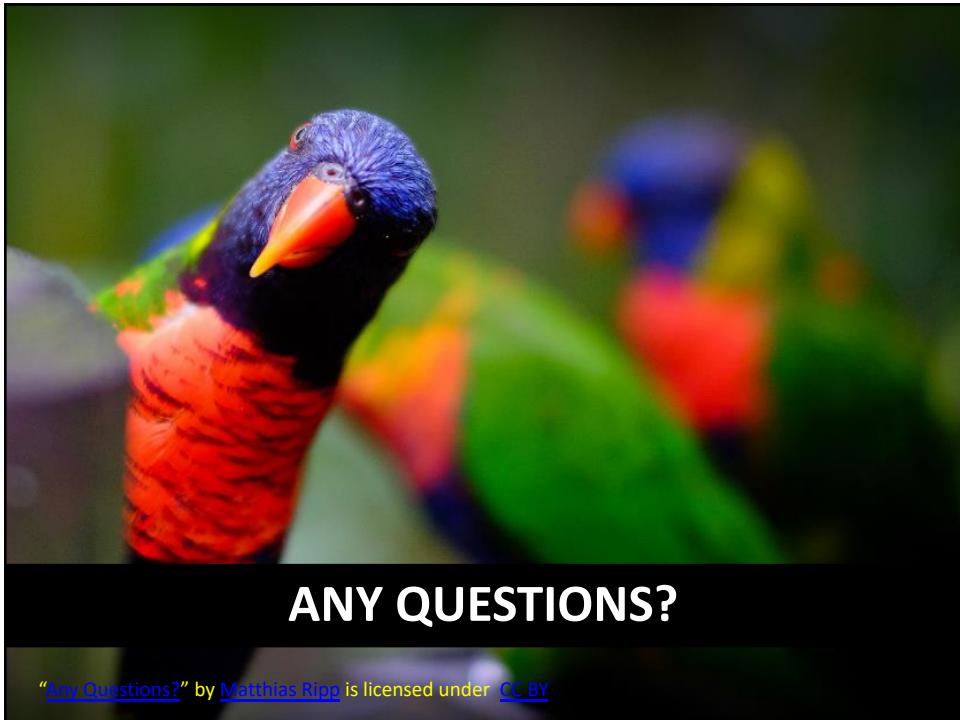
ONE PERSON = SUBJECT
OTHER PERSON = OBSERVER

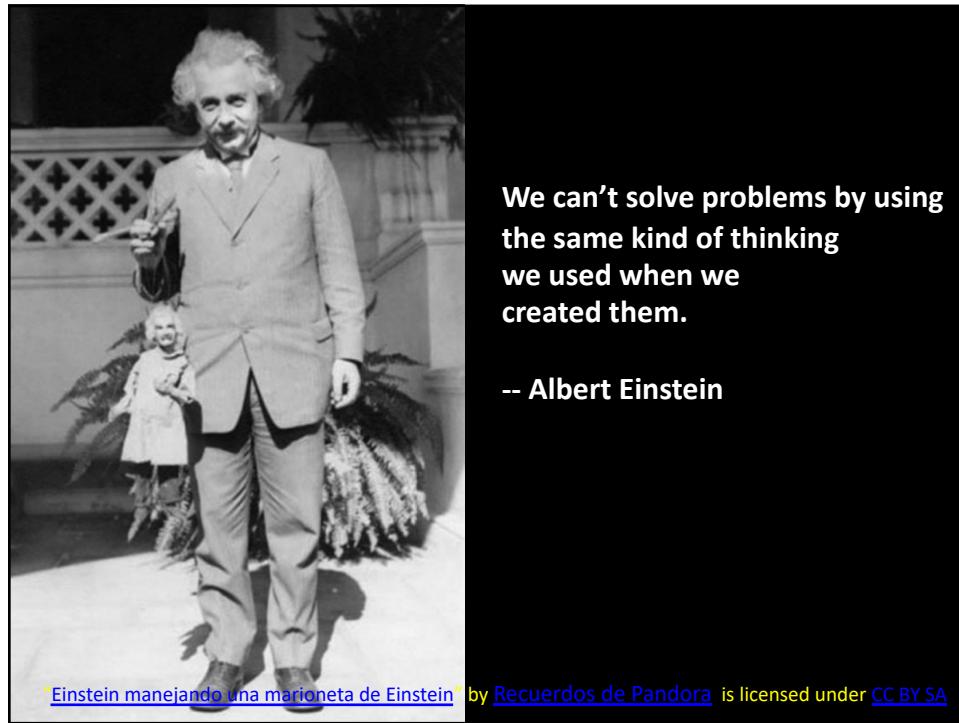
SUBJECT: THINK OF

- SOMEONE YOU DO LIKE; THEN STOP &
- SOMEONE YOU DON'T LIKE; THEN STOP &
- EITHER ONE OR THE OTHER WHILE OBSERVER OBSERVES & GUESSES

THEN SWITCH ROLES

"Conversation" by Gauthier DELECROIX - 鄭天 is licensed under CC BY

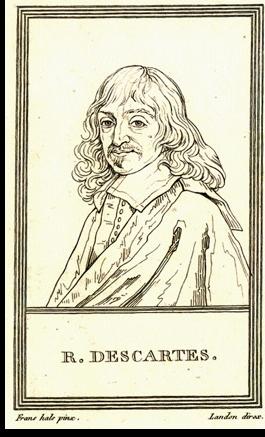




A tool to loosen boundaries: Cartesian Questions

| | |
|--|---|
| Theorem AB Example: What would happen if you did (do X)? | Converse $\sim AB$ Example: What <u>wouldn't</u> happen if you did (do X)? |
| Inverse $A^\sim B$ Example: What would happen if you <u>didn't</u> (do X)? | Non-Mirror Image Reverse $\sim A^\sim B$ Example: What <u>wouldn't</u> happen if you <u>didn't</u> (do X)? |

"R Descartes" by Skara kommun is licensed under CC BY



R. DESCARTES.



NEW PAIR EXERCISE:

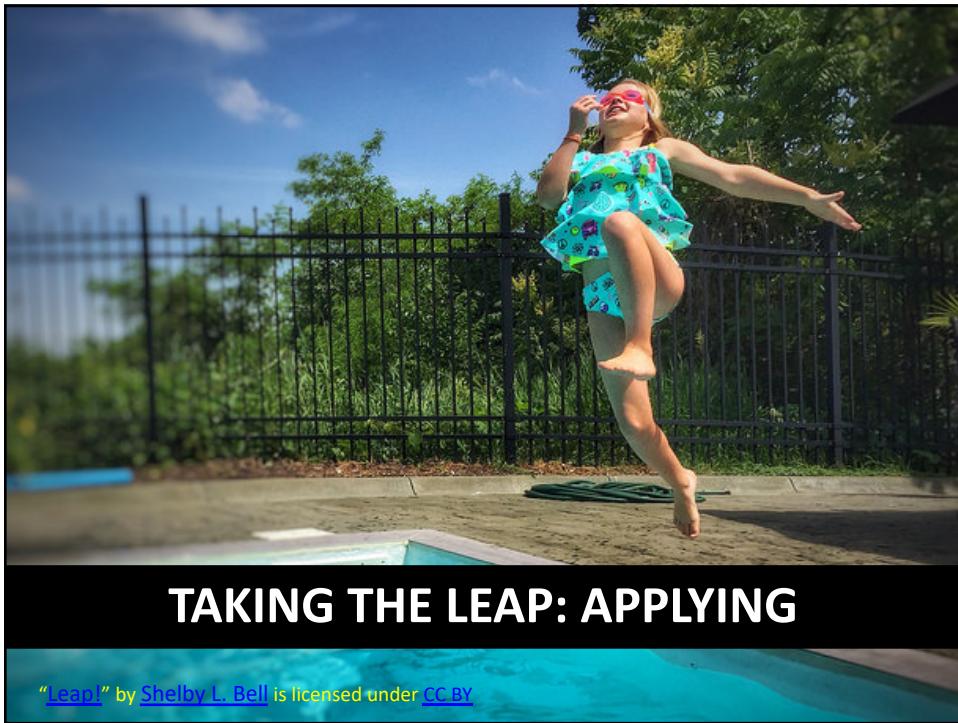
ONE = CLIENT; OTHER = COACH

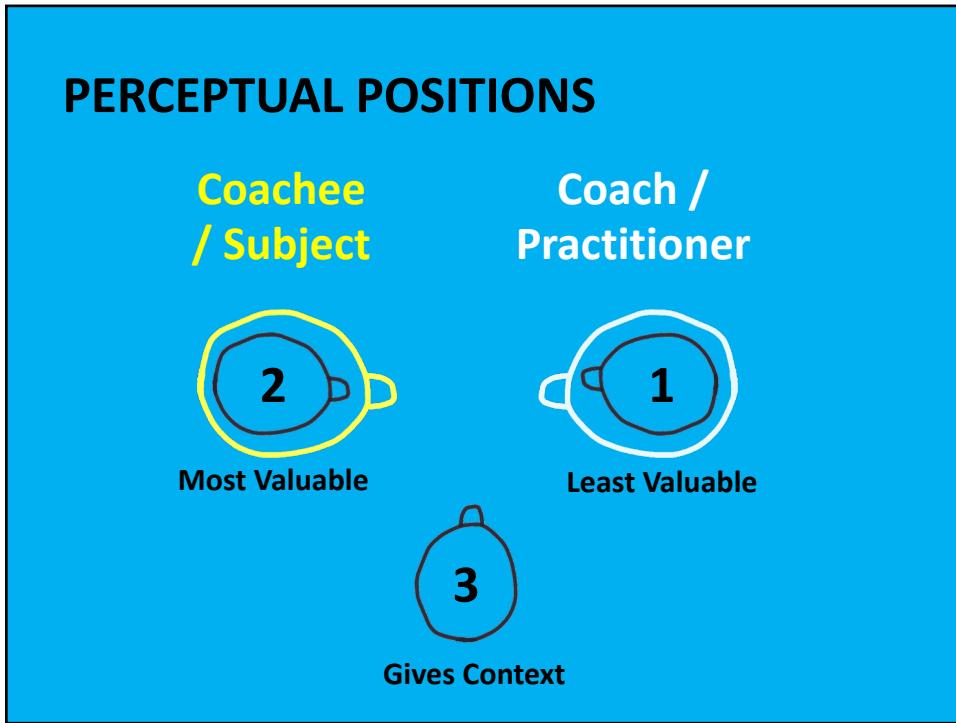
CLIENT:
PRESENT A PROBLEM

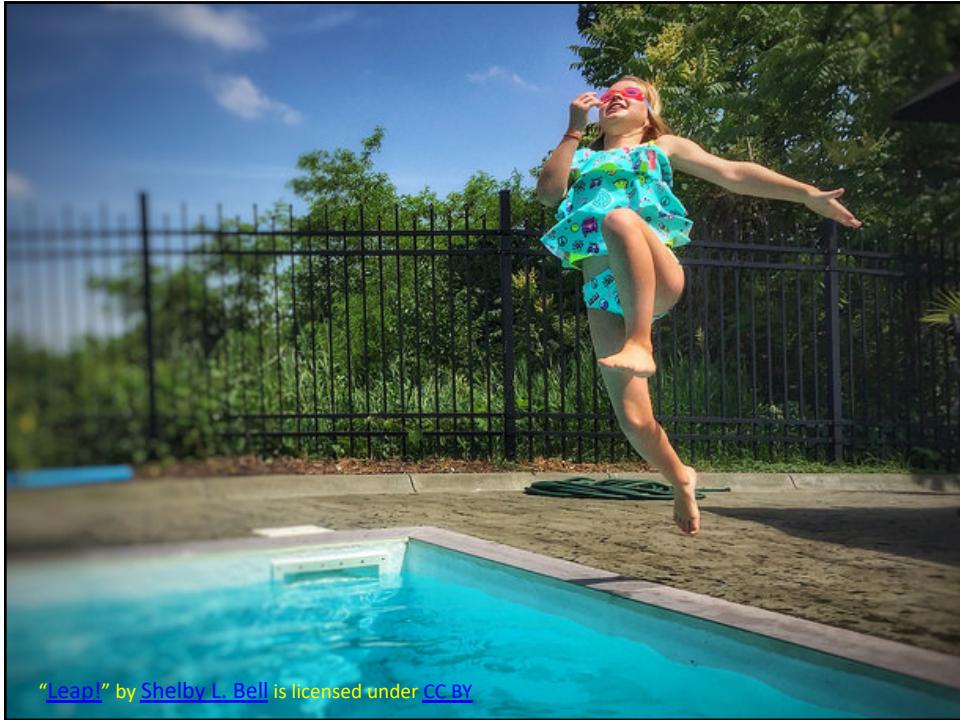
COACH:
USE CARTESIAN QUESTIONS

CONNECT CLIENT WITH
MOTIVATION FOR SOLVING,
PAIN OF PROBLEM & / OR WHAT
MIGHT HAVE BEEN HIDDEN

THEN SWITCH ROLES
THEN BRIEFLY DISCUSS INSIGHTS







["Leap!"](#) by [Shelby L. Bell](#) is licensed under [CC BY](#)



["Music - Omar Sosa and Quarteto Afrocubana at BRIC"](#) by [Steven Pisano](#) is licensed under [CC BY](#)



TRIAD EXERCISE:
CLIENT; COACH; OBSERVER

CLIENT: POSES QUESTION

COACH & OBSERVER:
HUDDLE, CONSTRUCT RESPONSE

COACH:
A) DELIVER RESPONSE;
B) FIND OUT IF CLIENT THINKS
QUESTION WAS ANSWERED;
C) RESTRUCTURE & REPEAT
IF NEEDED

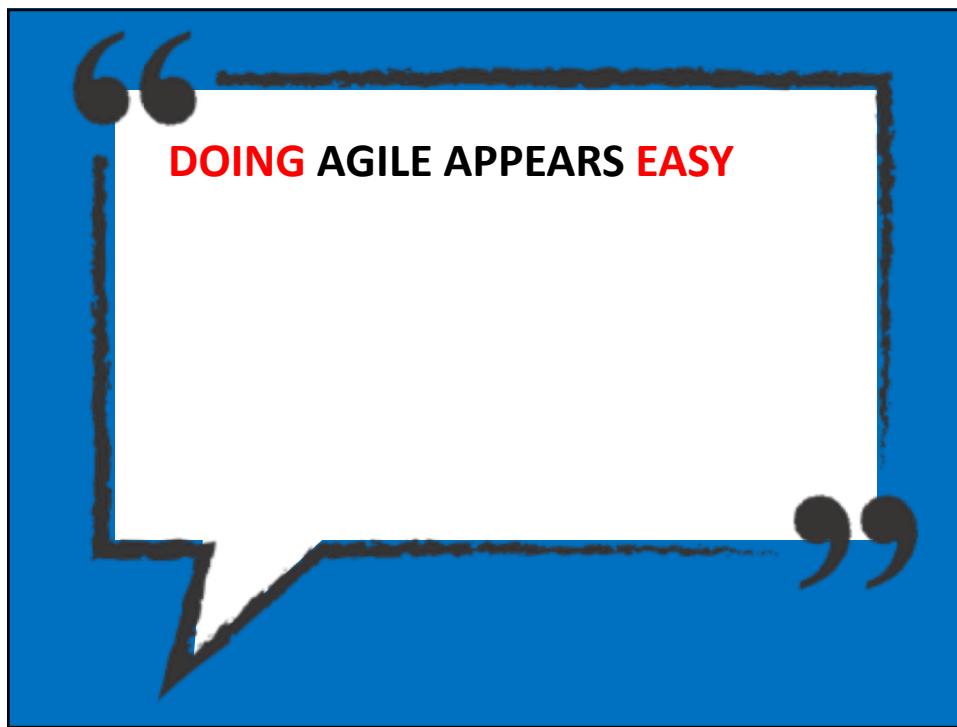
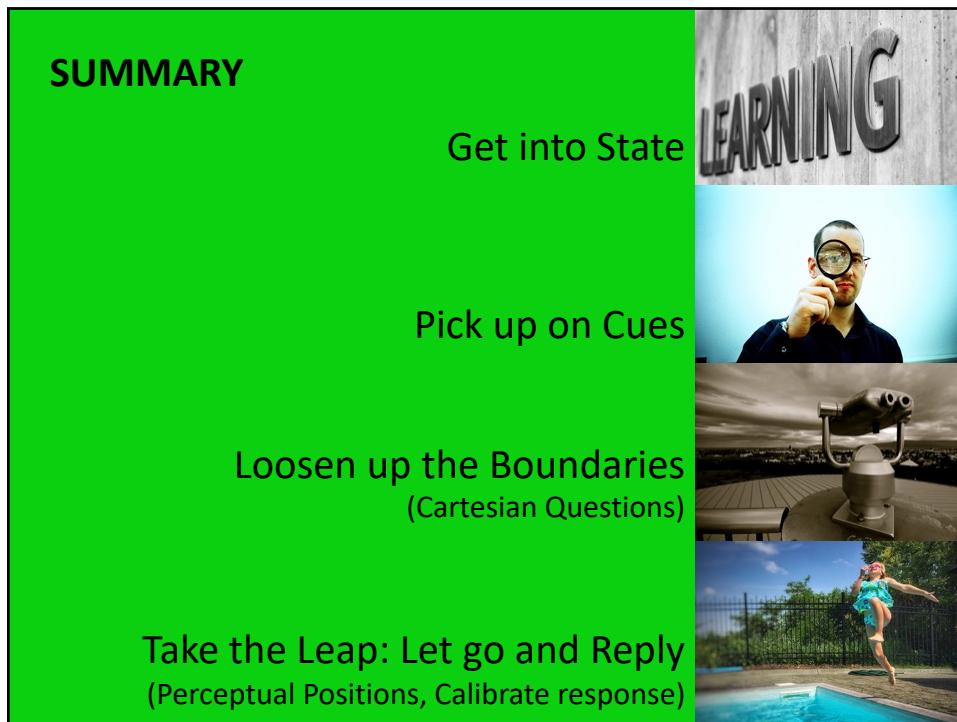
THEN ROTATE ROLES

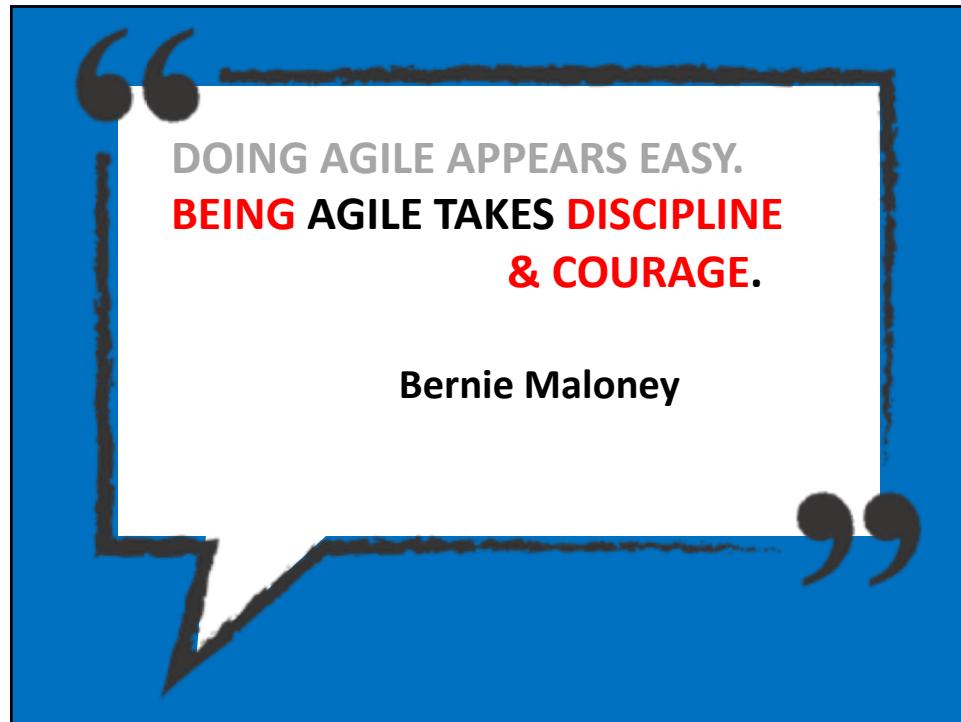
"Haworth 1940s Weekend" by Bryan Ledgard is licensed under CC BY

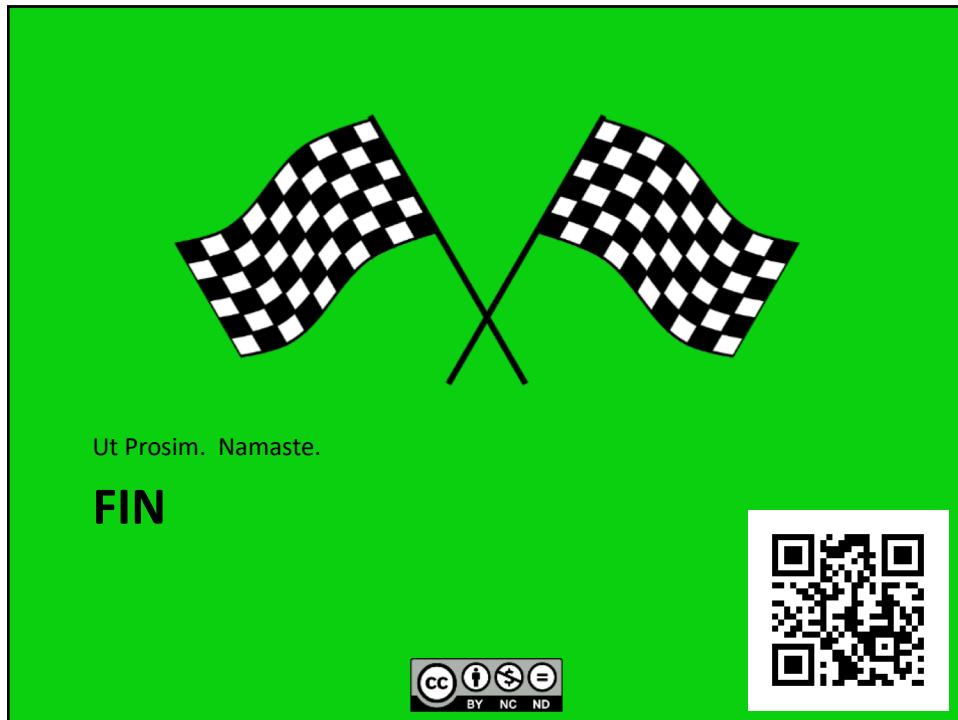


DEBRIEF / DISCUSSION

'Debriefing' by tash lampard is licensed under CC BY







Bernie Maloney, CST
PE, CSM, CSPO

Agile Coach
Accelerating Genius

Turning **Strategies** into **Results**
From **Startup** to **Beyond \$100M**

Get a full size copy of
slides and handout with
this QR code or URL

bit.ly/TheAnswerIsTheQuestion
[@berniemaloneyn](https://twitter.com/berniemaloneyn)
linkedin.com/in/berniemaloneyn