**Example 1**

**How SOM pattern questioning is done for a limited belief**

1. Reality Strategy

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| **Pattern** | **Description** | **Client’s Belief** |
| **Reality Strategy** | Questions how the client validates their belief by probing their evidence or perception of reality. | **I can’t succeed because I’m not experienced enough**. |

Ask probing questions to uncover the client’s reasoning and gently challenge the certainty of their belief.

**Challenging Questions**

1. How do you know that lack of experience is the main reason you can’t succeed?   
2. What evidence do you have that experience is required for success in this situation?   
3. How do you measure "enough experience" to feel confident about succeeding?   
4. Could there be other factors besides experience that influence your success?

II. Redefining

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| **Pattern** | **Description** | **Client’s Belief** |
| **Redefining** | Redefines a key term in the belief to shift its meaning and create a new perspective. | I can’t succeed because I’m not experienced enough. |

Offer alternative definitions for key terms to make the belief less rigid and more empowering.

**Challenging Questions**

1. What if experience means learning from each step you take rather than years of practice?   
2. Could we redefine success as progress rather than perfection?   
3. What if "not experienced enough" actually means you’re ready to grow through new challenges?   
4. How might "experience" be seen as curiosity and willingness to try instead?

1. Consequence

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| **Pattern** | **Description** | **Client’s Belief** |
| **Consequence** | Highlights potential negative outcomes of holding the belief to show its impact. | I can’t succeed because I’m not experienced enough. |

Emphasize the consequences of the belief to motivate the client to reconsider their perspective.

**Challenging Questions**

1. What might happen if you keep believing you need more experience before trying?   
2. How could holding this belief stop you from reaching your goals?   
3. What opportunities might you miss by waiting to feel experienced enough?   
4. If you don’t act due to this belief, where will you be in a year?

1. Intention

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| **Pattern** | **Description** | **Client’s Belief** |
| **Intention** | Identifies the positive intention behind the belief and offers alternative ways to achieve it. | I can’t succeed because I’m not experienced enough. |

Acknowledge the client’s positive intent and suggest actionable alternatives to meet it.

**Challenging Questions**

1. Are you trying to ensure you do well by focusing on experience? How else could you prepare?   
2. What’s the positive goal behind needing experience, and how could you achieve it differently?   
3. If your intention is to succeed confidently, could small steps build that confidence?   
4. How might you honor your desire for success without waiting for more experience?

V. Chunk Down

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| **Pattern** | **Description** | **Client’s Belief** |
| **Chunk Down** | Breaks the belief into smaller parts to reveal flaws or oversimplifications. | I can’t succeed because I’m not experienced enough. |

Ask for specifics to break the belief into manageable pieces and identify actionable steps.

**Challenging Questions**

1. What specific kind of experience do you think you need to succeed?   
2. Which exact skills do you feel you’re missing for this goal?   
3. Are there parts of this task where you already have some relevant experience?   
4. What’s one small aspect of this goal you feel confident tackling now?

VI. Chunk Up

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| **Pattern** | **Description** | **Client’s Belief** |
| **Chunk Up** | Generalizes the belief to a higher level to dilute its specificity and open possibilities. | I can’t succeed because I’m not experienced enough. |

Shift the focus to broader goals or values to reduce the belief’s limiting impact.

**Challenging Questions**

1. What does success mean to you in the bigger picture?   
2. Is experience the only factor that contributes to achieving your goals?   
3. How does this belief fit into your overall purpose or vision?   
4. What broader qualities, like effort or creativity, could lead to success?

VII. Counter example

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| **Pattern** | **Description** | **Client’s Belief** |
| **Counterexample** | Provides or elicits examples that contradict the belief to show it’s not universal. | I can’t succeed because I’m not experienced enough. |

Encourage the client to recall or consider exceptions to challenge the belief’s universality.

**Challenging Questions**

1. Can you think of someone who succeeded in a similar field without much experience?   
2. Are there examples where beginners achieved great results in this area?   
3. Has there ever been a time when you succeeded at something new without experience?   
4. What about well-known figures who started with little experience but thrived?

VIII. Another Outcome

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| **Pattern** | **Description** | **Client’s Belief** |
| **Another Outcome** | Shifts focus to a different, more empowering outcome to make the belief less relevant. | I can’t succeed because I’m not experienced enough. |

Redirect the client to a more achievable or motivating outcome to bypass the limitation.

**Challenging Questions**

1. What if your goal was to learn and grow rather than succeed immediately?   
2. Could focusing on progress instead of success change how you approach this?   
3. How would it feel to aim for gaining experience rather than perfect success?   
4. What if the outcome was building confidence through small wins instead?

IX. Metaphor/ Analogy

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| **Pattern** | **Description** | **Client’s Belief** |
| **Metaphor/Analogy** | Uses a story or analogy to indirectly reframe the belief and offer a new perspective. | I can’t succeed because I’m not experienced enough. |

Share a relatable metaphor or ask the client to visualize their situation through an analogy.

**Challenging Questions**

1. If success is like learning to cook, don’t you just need to start with simple recipes?   
2. How would you approach this if it were like learning to ride a bike?   
3. What if succeeding is like planting a seed—doesn’t it just need time and care?   
4. Could this be like a new game where you learn the rules as you play?

X. Apply to Self

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| **Pattern** | **Description** | **Client’s Belief** |
| **Apply to Self** | Turns the belief back on itself to expose contradictions or flaws. | I can’t succeed because I’m not experienced enough. |

Reflect the belief’s logic back to create doubt and encourage self-reflection.

**Challenging Questions**

1. Do you have enough experience to know you can’t succeed?   
2. If experience is needed for success, how did you decide this belief is true?   
3. Are you experienced enough to judge your own ability to succeed?   
4. How can you be sure of this belief without trying to succeed first?

XI. Hierarchy of Ideas

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| **Pattern** | **Description** | **Client’s Belief** |
| **Hierarchy of Criteria** | Suggests a higher value or criterion that takes precedence over the belief. | I can’t succeed because I’m not experienced enough. |

Ask about higher priorities to reframe the belief as less critical.

**Challenging Questions**

1. Is taking action toward your goals more important than having experience?   
2. What’s more valuable—waiting for experience or seizing opportunities now?   
3. Could persistence or creativity matter more than experience for success?   
4. How does experience compare to your desire to achieve your dreams?

XII. Change frame Size

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| **Pattern** | **Description** | **Client’s Belief** |
| **Change Frame Size** | Alters the time frame or scope to shift perspective on the belief. | I can’t succeed because I’m not experienced enough. |

Encourage a broader or longer-term perspective to reduce the belief’s immediate weight.

**Challenging Questions**

1. How might this look in five years if you start taking steps now?   
2. What if you viewed this challenge from the perspective of your whole career?   
3. Could small actions today build the experience you need over time?   
4. How would this belief feel if you zoomed out to focus on long-term growth?

XIII. Model of the World

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| **Pattern** | **Description** | **Client’s Belief** |
| **Model of the World** | Presents the belief as one perspective, not absolute truth, and offers alternatives. | I can’t succeed because I’m not experienced enough. |

Introduce alternative viewpoints to show the belief is not a universal truth.

**Challenging Questions**

1. How might someone else view the role of experience in achieving success?   
2. Could others believe success comes from effort rather than experience?   
3. What if someone saw your lack of experience as a fresh perspective?   
4. Are there people who think taking risks leads to success, not experience?

XIV. Meta Frame

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| **Pattern** | **Description** | **Client’s Belief** |
| **Meta Frame** | Questions the belief itself or the process of believing it to prompt reflection. | I can’t succeed because I’m not experienced enough. |

Challenge the belief’s usefulness or validity to encourage deeper self-awareness.

**Challenging Questions**

1. How is this belief about experience helping you move forward?   
2. What does holding onto this belief do for you right now?   
3. Could this belief be limiting you more than a lack of experience?   
4. Why do you choose to believe experience is the key to success?