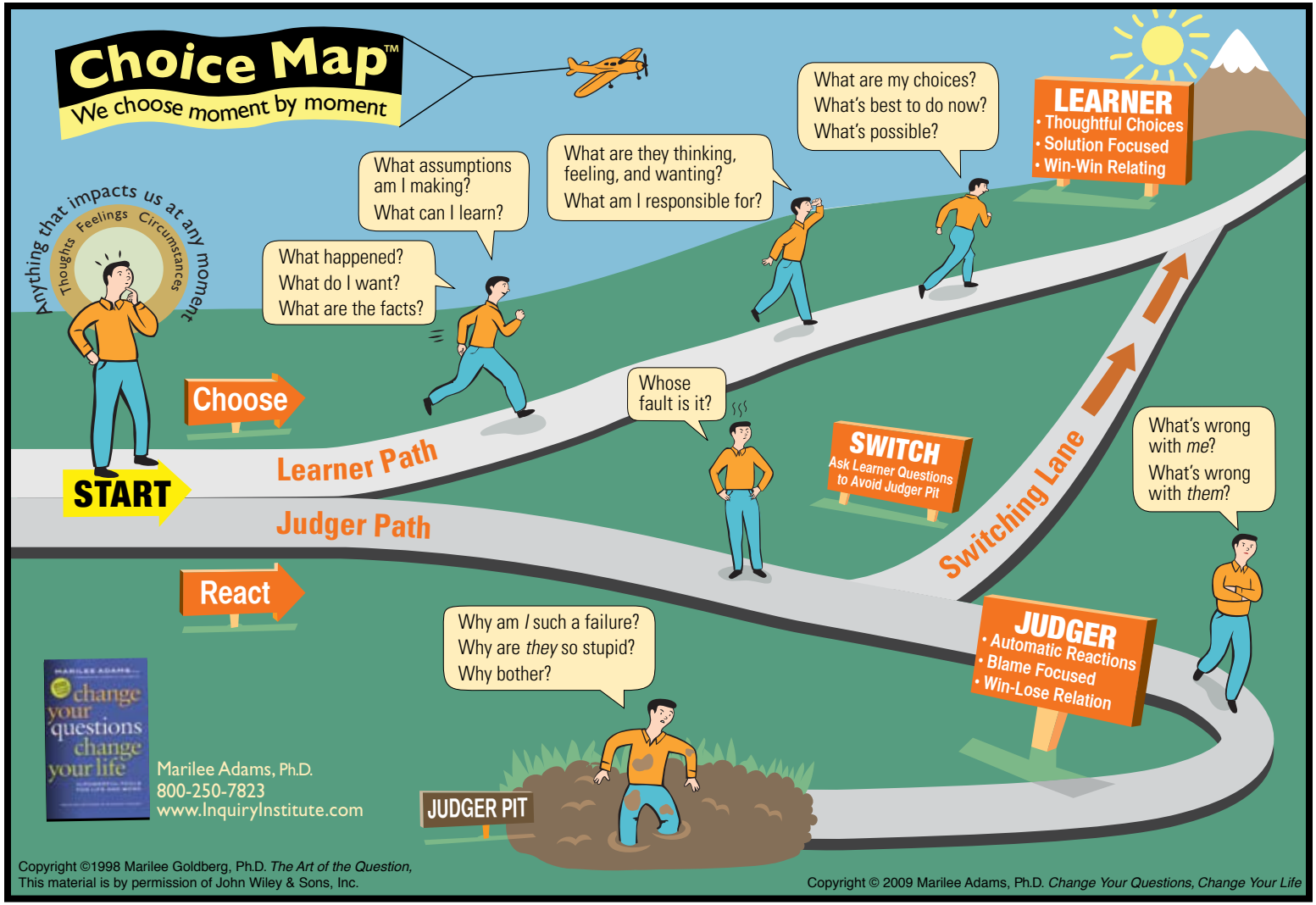


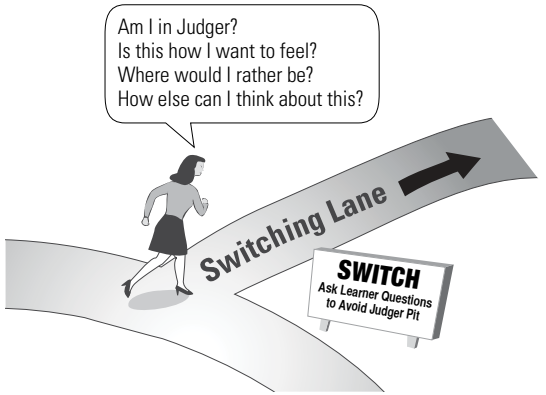
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The Choice Map™ and You

Imagine it's *you* who's standing at the crossroads on the left side of the Choice Map. Something has just happened. Now you have to solve a problem or make a decision. Maybe it's related to an important goal in some area in your life. Perhaps it's with your business or career. Maybe it's in a relationship with family, friends, or colleagues. It's about your health, finances, or plans for the future.

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

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 and "reset" to Learner, including: *Am I in Judger? Is this how I want to feel? 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?
- Whose fault is it?
- Why are they so stupid?
- How can I prove that I'm right?
- Haven't we been there, done that?
- Why bother?

Results of Judger Questions:
- A mood of pessimism, stress, and limitation
- A mindset that's judgmental, reactive, inflexible
- Relating with "attack or defensive" behaviors

Learner Questions* include:
- What do I want?
- What works?
- What are the facts and what can I learn?
- What are my choices?
- What action steps make sense?
- What's possible?

Results of Learner Questions:
- A mood of optimism, hope, and possibilities
- A mindset that's thoughtful, understanding, flexible
- Relating that is connected and collaborative

*We all ask both kinds of questions and we 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 best-selling book, *Change Your Questions, Change Your Life: 7 Powerful Tools for Life and Work* by Marilee Adams, Ph.D. She is also president of the Inquiry Institute. The website is filled with other free resources as well as Question Thinking™ offerings such as tele-seminars, workshops, executive coaching, coach training, keynotes, and Q-Storming® that can make a positive difference for you—at work and in life.

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