STEVE ADAMS PRESENTS

Metaprogram Elicitation Questions

1. Towards - Away from
- What would you look for in a new (car, fridge, bike, job etc)
- What would you look for in a relationship?
- What would you want from a career?

Towards -   better, more, easier, quicker, simpler,
Away -   less, not as much, didn't, wont, not as

2. Options and procedures
- If you were going to present information to a group how would you prepare?
- If you were to build a construction kit, how would you go about it?
- If you were to consider a party, how would you plan it?

Options -   choices, freestyle, not bothered, anything goes
Procedures - Planning, details, times, places,

3. In Time / Through Time
- How do you approach a task (Planning, what would you consider important?)
- How would you describe your approach to making decisions?
- How do you schedule your time?

In Time   concentrate, engage, experience, late, in the now
Through time - on time, plan, attention, disengaged

4. Internal / external Frame of Reference
- How do you know when you've done a great job?
- What makes you decide to finish/start a project?
- How do you know when you are creating a good impression?

Internal   I, me, just know, feel, hear myself
External   Someone, other people, need to be told, hear,

5. Self and Others
- How do respond to queues?
- Would you take the last piece of cake?
- In an emergency, how would you react?

Self -   I, me,
Others   people, team, groups, not me,

6. Detail and Global
How would you start a project?
What would you need to organise a day out?
What would you need to understand an idea?

Detail -   specific, itemised, details, parts
Global -   Big picture, overview, concept

7. Feeling or Thinking
How would you deal with an emergency?
Tell me about a time you dealt with a difficult interaction?
Tell me about when you had to deliver some bad news

Feeling -   Emotional, upset, happy, angry, etc
Thinking-   planned, exact, detached, tasks

8. Sameness or Difference
How do you sort socks?
How do you recognise a person in a crowd?
What's the relationship between these 3 shapes?