

# Decision Making Revisited

A straight-forward guide  
to learn questioning techniques  
for effective decision making



## Intro

This resource is based on the Neuro-Linguistic Programming (NLP) Communication Model, created by Richard Bandler and John Grinder in California, USA in the 1970s.

This resource is a guide only, we recommend working closely with experts that can assist you to implement those strategies to achieve your outcomes. It involves planning the requirements, developing the process and determining which requirements are the highest priority for implementation, and managing change.

## Tips for the reader

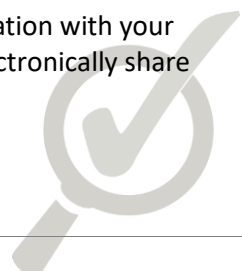
Please check our website [www.profoundleadership.com.au](http://www.profoundleadership.com.au) for additional tools (including free downloads), online training, resources, educational blogs, forums, workshops and many more valuable products and services that we offer to our industry.

## Disclaimer

The information contained herein is provided on the understanding that it neither represents nor is intended to be advice and that neither the publisher nor author is engaged in rendering legal or professional advice. The intent is to offer you, the reader, a variety of information to provide you with a wider range of choices both now and in the future, recognising that we all have widely diverse circumstances and viewpoints. While all attempts have been made to verify information provided in this publication, neither the author nor the publisher nor the marketing agents assume any responsibility for errors, omissions or contrary interpretation of the subject matter under any condition or circumstances. If expert assistance is required, competent professional advice should be obtained.

PROfound Leadership, its directors and authors or any other persons involved in the preparation and distribution of this publication, expressly disclaim all and any contractual, tortuous or other form of liability to any person (purchaser of the publication or not) in respect of the publication and any consequences arising from its use by any person in reliance upon the whole or any part of its contents.

All our materials are copyrighted. You are welcome to share the valuable information with your team, but you must not remove our business information. And please do not electronically share information that is being sold by PROfound Leadership.



---

## Table of Contents

<b>1</b>	<b>CARTESIAN QUESTIONS</b>	<b>4</b>
1.1	THIS IS HOW IT WORKS	5
1.2	NOW IT'S YOUR TURN - ACTIVITY	6
1.3	WHAT DO I DO NOW?	7
<b>2</b>	<b>ADDITIONAL NOTES</b>	<b>9</b>
<b>3</b>	<b>ABOUT PROFOUND LEADERSHIP</b>	<b>10</b>



## 1 Cartesian Questions

The Cartesian questions are problem-solving questions to help you with an issue that is currently costing you a lot of energy, focus and time.

These four simple, yet effective questions are used to explore outcomes, consequences and ecology (*overall relationship between a being and its environment*) of decision-making.

	Will (A)	Won't (-A)
Do (B)	<p><b>Theorem (A B)</b></p> <p><b>Example:</b> What will happen if I do "XYZ"?</p> <p><i>This helps you to identify your goals and vision. – Increasing your motivation.</i></p>	<p><b>Converse (– A B)</b></p> <p><b>Example:</b> What won't happen if I do "XYZ"?</p> <p>This helps you understand what you lose if you achieve the goals. – This could be a useful or a painful loss.</p>
Don't (-B)	<p><b>Inverse (A – B)</b></p> <p><b>Example:</b> What will happen if I don't do "XYZ"?</p> <p>This helps you to identify the pain of staying as you are. – This can be a powerful motivator.</p>	<p><b>Non-Mirror Image Reverse (– A – B)</b></p> <p><b>Example:</b> What won't happen if I don't do "XYZ"?</p> <p>This helps you to identify hidden perspectives and feelings. – This can puzzle our left or conscious mind and can provide fresh perspectives.</p>



## 1.1 This is how it works

Here is one of my recent examples with a client, who was holding on to a lot of inner criticism.

I asked the client to answer the following Cartesian question:

- 1. What will happen if I give my inner criticism a vacation?**
  - I will feel wonderful, happy and free.
  - I will definitely have more fun.
  - I will have a lot of time for positive and important things in my life.
  - I will be more spontaneous and try new things.
  - I will focus on action
  - Etc.
- 2. What will happen if I don't give my inner criticism a vacation?**
  - It will be easier to continue, because I now this strategy for a long time. – BUT nothing will change!
  - I will continue to put a lot of pressure on myself.
  - I will waste a lot more of my time and energy on negative / “What if..?” questions
  - I will be miserable and become sick
  - I will lose my job
  - Etc.
- 3. What won't happen if I give my inner criticism a vacation?**
  - I won't beat myself up anymore.
  - I won't feel guilt when I have fun.
  - I won't have sleepless nights anymore
  - I won't be fatigue in the morning.
  - I won't feel like a failure.
  - Etc.
- 4. What won't happen if I don't give my inner criticism a vacation?**
  - I will never know what it would be/feel like without my negative self-talk.
  - I won't have fun.
  - I will never feel different.
  - I will never know my true potential.
  - I won't know what I will miss out on – Regrets!
  - Etc.



## 1.2 Now it's your turn - Activity

**Ask yourself the following 4 questions, based on a challenge you currently face.**

Answer each question in depth (ask yourself: “*What else..?*”, “*What else..?*” etc.). These will help you to get multiple answers for each question, which will assist you to make an informed and effective decision at the end of the process.

**1. What will happen if I do \_\_\_\_\_?**

This helps you to identify your goals and vision. – Increasing your motivation.

---

---

---

---

**2. What will happen if I don't do \_\_\_\_\_?**

This helps you to identify the pain of staying as you are. – This can be a powerful motivator.

---

---

---

---

**3. What won't happen if I do? \_\_\_\_\_?**

This helps you understand what you lose if you achieve the goals. – This could be a useful or a painful loss.

---

---

---

---



**4. What won't happen if I don't do \_\_\_\_\_?**

This helps you to identify hidden perspectives and feelings. – This can puzzle our left or conscious mind and can provide fresh perspectives.

---

---

---

---

**1.3 What do I do now?**

Please review your responses and answer a few more questions, to ensure you can move forward.

- What did I learn about my challenge?

---

---

---

- What surprises me?

---

---

---

- How does my responses impact my decision or motivation to do it... or not?

---

---

---



- What values can I see reflected in my responses?

---

---

---

- What is my decision?

---

---

---

- What am I willing to do to make it the way I want it?

---

---

---

- What am I willing to no longer do, to make it the way I want it?

---

---

---

I trust this resource assisted you to make an effective decision and to achieve better outcomes going forward.

Please share your experiences with us and should you have any questions or need further details, feel free to contact us on [info@profoundleadership.com.au](mailto:info@profoundleadership.com.au) or 1300 936 313.





[illegible]

## 3 About PROfound Leadership

### CONFIDENCE | ACHIEVEMENTS | FULFILMENT

PROfound Leadership is a dynamic Melbourne based business that operates throughout Australia and internationally. We help successful but unsatisfied managers to not only accomplish tangible achievements, but to also increase their confidence and fulfilment.

Our elite and proven strategies empower self-driven and competent managers to stay in control 100% of the time, so they can positively impact the people around them through their actions and authentic leadership style. Even if their short fuse has often caused regrettable situations before.

Three key factors make us unique:

1. All our professional development content (including online training courses, in-house workshops, books, videos, webinars, live Q&A sessions, and one-on-one coaching and mentoring sessions) is developed and delivered by our director and CEO (Chief Education Officer) Martin Probst. We are confident that our training is the only one of its kind where the creator is not afraid to share all his knowledge.
2. We are famous for instant and profound results. We proudly follow our own PROfound Leadership Methodology, the blueprint for successful and confident leaders. This ground-breaking method is your compass to overcome the toughest challenges in today's busy and ever-changing environment, and has been specifically designed to elevate you to a whole new level of success.
3. We know that one approach won't suit everyone, so it's part of our philosophy to find ways to make our training accessible to as many people as possible. We offer you flexibility by designing and presenting our user-friendly courses online, as well as delivering tailored in-house workshops for your team or organisation. However, we appreciate that applying newly acquired leadership skills and methods can pose a challenge, which is why we also offer one-on-one coaching services to successfully implement your strategies.

Find out about our services and products at [www.profoundleadership.com.au](http://www.profoundleadership.com.au)

PS: If you are struggling with staying calm and collected during challenging situations, and are often frustrated with your staff, head to our website [www.profoundleadership.com.au](http://www.profoundleadership.com.au) and sign up for the free training video series "The Shocking Truth About Losing Your Cool – 4 crucial questions that must be answered to calmly and confidently deal with conflict" (valued at \$144).

