

The Fact Finder

Assumptions

Creative interpretations, hypotheses, or predictions

HEAR ASK

"He/she thinks..." *What makes you recognize that...?*
"He/she believes..." *How do you know...?*
"He/she doesn't/should..." *What evidence shows that...?*
"He/she likes..." *What makes you think so?*
"You/they/... will..."
"Business/life/love/... will..."

Limitations

Imaginary restrictions and obligations that narrow down options

HEAR ASK

"I must..." *What might happen if...?*
"We have to" *What's preventing you/us from...?*
"I can't..."
"I don't..."
"We shouldn't..."

Incomplete Facts or Experiences

Lack of precision in the description

Complete Facts

HEAR

"I heard..."
"They said..."
"She saw..."
"I feel..."

ASK

*Who? What?
When? Where?
How? How many?
Could you be more precise?
What do you mean by...?*

Generalizations

Turning a particular into a universal case

HEAR ASK

"Always" *Always?*
"Never" *Never?*
"Nobody" *Nobody?*
"Everyone" *Everyone?*
"People" *People?*
Are you sure?

Judgments

Subjective assessment of a thing, a situation, or a person

HEAR ASK

"I am..." *What tells you...?*
"Life is..." *How is this manifested?*
"It's good/bad to..." *In what way is this unacceptable?*
"It's important to..." *Something on your mind?*
"It's easy/difficult to..."

First-Order Reality

Physically observable qualities of a thing or situation

Second-Order Reality

Perceptions, personal interpretations of the first-order reality