

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?*

Judgements

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