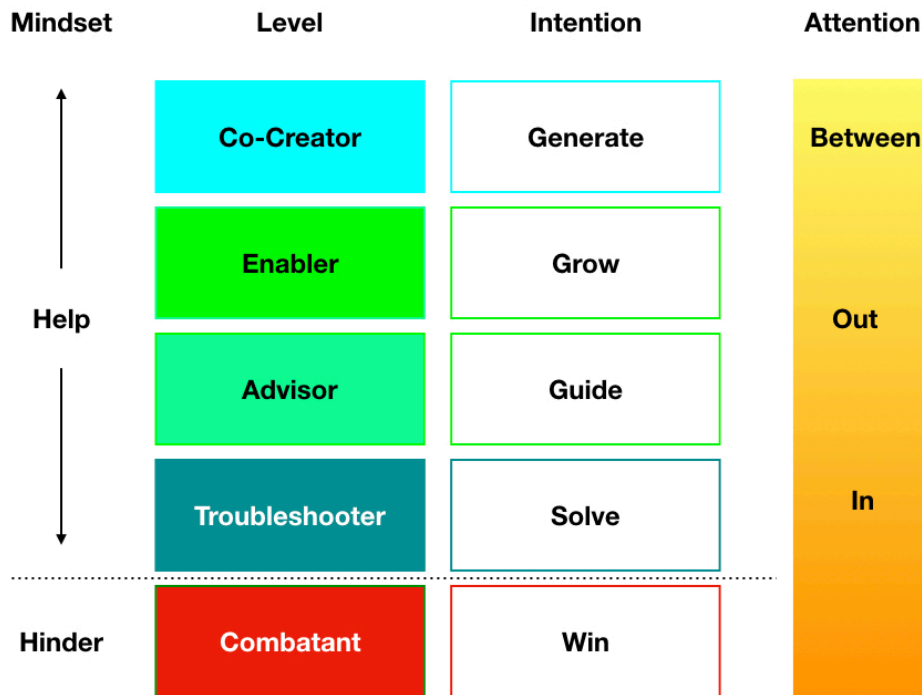




Five Levels of Intention

This model shows the least powerful approach at the bottom and works its way upwards:



Level Four: Co-Creator <i>"I wonder..."</i>	<ul style="list-style-type: none"> Your focus is on generating new possibilities and on the interaction between you and the other. You ask questions that explore multiple perspectives, tap deep wisdom and generate new possibilities 	<i>Exploring new and novel ways of sourcing fresh food</i>
Level Three: Enabler <i>"How might you...?"</i>	<ul style="list-style-type: none"> Your focus is on enabling the other person to deepen their insight into their behaviour and beliefs, and to guide them find their own solutions. You ask questions that raise self-awareness and generate responsibility in the other person, without necessarily needing to have the answers yourself. 	<i>Helping them catch their own fish</i>
Level Two: Advisor <i>"One option is to..."</i>	<ul style="list-style-type: none"> Your focus is on giving advice to someone to help them to "fix their problem" or make changes. You ask questions to get a better understanding of their specific situation, so you can give the best advice possible. 	<i>Offering fishing techniques</i>
Level One: Troubleshooter <i>"You should..."</i>	<ul style="list-style-type: none"> Your focus is on "fixing a problem" for another person. You ask questions with the intention of eliciting information to help you fix the problem. 	<i>Catching their fish</i>
Level Zero: Combatant <i>"Here's where you're wrong"</i>	<ul style="list-style-type: none"> Your focus is on maintaining your ego and shoring up your own position while weakening theirs You ask questions with the intention to pick holes, undermine and make the other person wrong 	<i>Tangling their line</i>