



Next Level Leadership Development programme from Consulting Women

Next Level Questions

Introduction

An important part of our work together is the discovery and refining of our Next Level Questions (NLQs). These questions help us focus our learning, and navigate through the programme and our experiences between our meetings. Surfacing, and exploring them together also helps us understand each others' focus and design our contributions to support each other.

About questions

Typically we can explore three sorts of questions:

- **Maintenance questions** - these have known solutions that already exist e.g. how do I charge my computer battery?
- **Problem Solving questions** - these relate to an issue in the present that needs a solution to be worked out e.g. my computer is damaged how can I send this message now?
- **Development questions** - these relate to the future. It is not enough to problem solve - new and unknown ways need to be found unique to the person and situation. This requires experimentation, feedback and reformulation of the question in order to find new ways e.g. how can I deliver my message in ways that result in action?

Connection to our Next Level

To reach our Next Level we may need to work with all three sorts of question - one often leads to another. Sometimes our next level is very clear to us - at other times we have just a sense of how life may be different, and the future calls us through our feeling life. This may be difficult to translate into words. This is the territory of development questions. They help us shape a 'quest' to find our Next Level. Progress with a development question may result in another question emerging - rather than an immediate solution. We learn and change as we work with our questions through time. This in itself can lead us to new insight or re-framing our question.

With thanks to Mike Vernon (Consulting People Ltd) and Aadrian Bekman (IMO)

About Consulting Women

Consulting Women is dedicated to the development of individuals by applying proven tools to address the specific needs of each group. The programme leaders are experienced individuals committed to providing inspirational results for their clients.

Moira Siddons is an experienced non-executive director, an executive coach and a facilitator at Board level. Moira spent 30 years with PricewaterhouseCoopers (and its predecessor firms) including 13 years as a partner.

Gill Avery MBA, BA Hons. is co-founder of Consulting People Ltd which provides strategic support to businesses needing to achieve sustainable culture change. For nearly 20 years she has coached and consulted to individuals leading organisational change and seeking new paths in their lives. Gill worked for 13 years in BT and was the first women on the board of BT Training.

For more information please visit our website at www.consultingwomen.co.uk or email us at info@consultingwomen.co.uk