



Table 12.1

Are You Seeking Confirmation or Illumination?

If you want confirmation, say this:	If you want illumination, say this:
<ul style="list-style-type: none">• I think I've captured all the plusses, minuses and questions – don't you agree?• I really struggled with this decision. You don't see anything wrong with my reasoning, do you?• I can't believe anyone could buy into this idea. What do you think?• Don't you think it's a good idea?• Aren't I looking at this issue in the right way?• I really like this idea; what do you think?• I've done all my homework on this decision. You agree with it, right?	<ul style="list-style-type: none">• Here's my PMQ list. What do you think might be missing?• This is a tough decision. How do you see the pros/cons?• How do you think others with different backgrounds might evaluate the idea?• What do think about this idea?• Can you think of other perspectives on this decision?• I see upsides and downsides to this decision. What do you think?• I've done all my homework on this decision but I'm sure I'm missing something. What do you think it might be?



PMQ Chart	
Plusses	Minuses
Questions	