Focused Conversation Method

**OBJECTIVE**

**SENSES**

The Facts. See, hear, taste, feel and smell.

**REFLECTIVE**

**HEART**

Emotions and feelings stir, associations are made, memories rise to the surface.

**INTERPRETIVE**

**HEAD**

Make conscious connections, thoughts and ideas form.

**DECISIONAL**

**ACTION**

Consider actions, decisions, choices, what to do, how to respond, how to relate.
Focused Conversation Method Structure

**TOPIC: The focus or subject of the conversation**

**OPENING**
Welcome. Context. “Contracting” (setting up the norms of participation).

**RATIONAL AIM**
The intent or practical goal of the conversation. It guides the collective thinking process and determines the direction of the conversation.

**EXPERIENTIAL AIM**
The inner impact and overall experience of the conversation on the group. Affecting the mood of the group and the tone of the communication.

**CLOSING**
Thankyou. Discuss next steps. Agree any documentation.

**OBJECTIVE**

**OBJECTIVE LEVEL QUESTIONS**
- To engage the five senses (sight, sound, taste, smell and touch)
- Invites inclusive participation and focuses attention
- Gets out the facts and objective data.

**REFLECTIVE**

**REFLECTIVE LEVEL QUESTIONS**
- To elicit and acknowledge imaginative, intuitive and emotional responses
- Acknowledges emotions, memories and initial associations
- Invites participants to use their imaginations.

**INTERPRETIVE**

**INTERPRETIVE LEVEL QUESTIONS**
- To elicit ideas, relationships and logical connections
- Builds collective consciousness and shared awareness within the group
- Identifies available options within the group.

**DECISIONAL**

**DECISIONAL LEVEL QUESTIONS**
- To develop depth level collective opinions or resolve that may lead to future action
- Draws out the deeper meaning
- Makes conversation meaningful and relevant to the future
- Exposes individual and group choice.