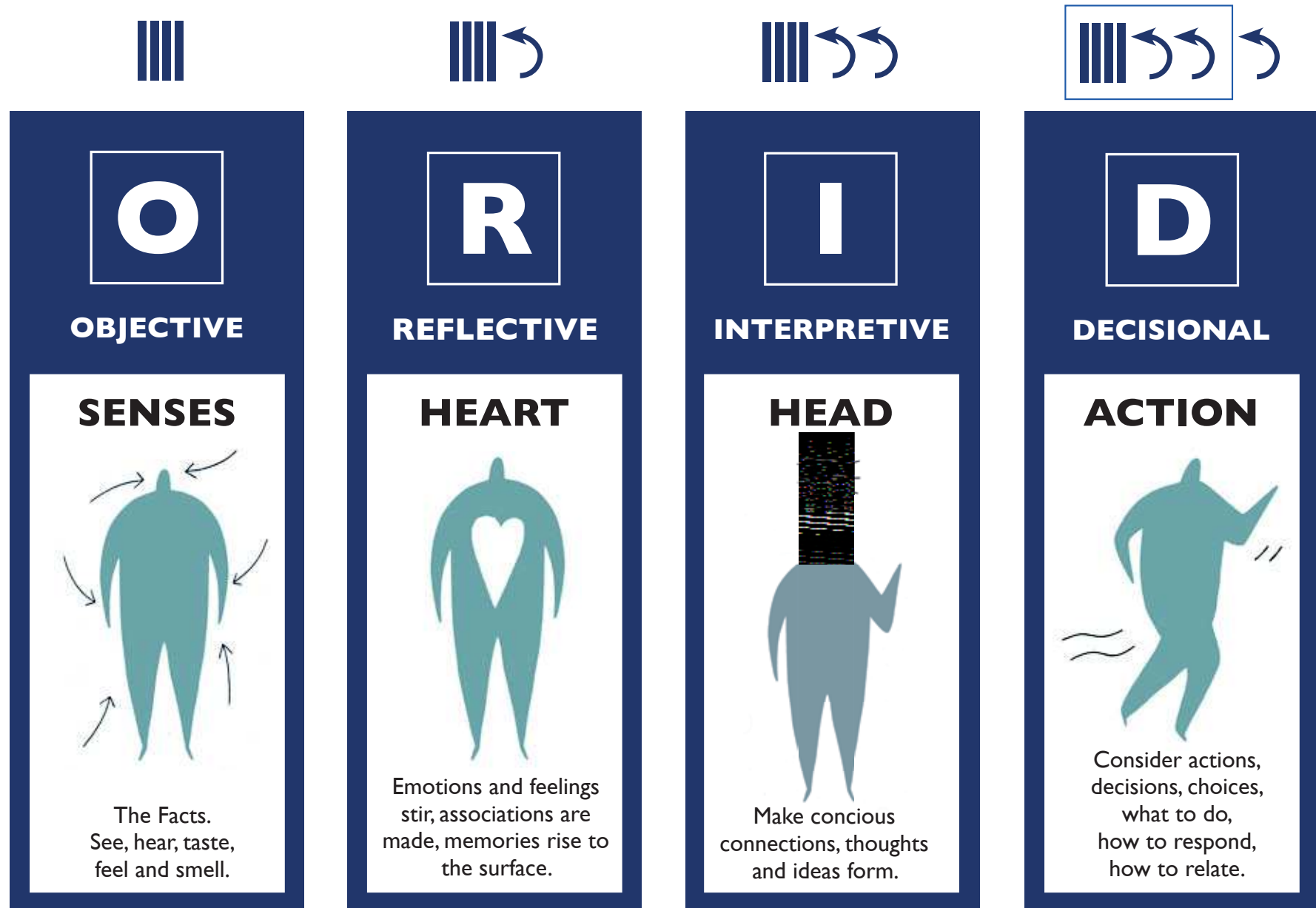


# Focused Conversation Method



# 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.