

WHAT  
WOULD  
A WISE  
WOMAN  
DO?

QUESTIONS  
TO ASK ALONG  
THE WAY

COMPANION WORKBOOK

Laura Steward

# What Would A Wise Woman Do? Questions to Ask Along the Way

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## Do I Know Where I Really, Really, Really Want to Be?

### Exercise 1

Before you can even begin to ask yourself other questions it is important to know where you want to be and why. I don't know about you, but there have been times in my life where I thought I knew where I wanted to be, but when I finally asked myself why I wanted to be there, I had no answer. Once I asked myself, "Why?" the possibility of doing something else or embracing my path anew was created.

**Step 1:** Write one goal you have for yourself

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**Step 2:** Define what Failure means to you

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**Step 3:** Define what Success means to you

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**Step 4:** Why do you want what you wrote down in step 1? (repeat the Why? 5 times)

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**Step 5:** Apply Why? to your definition of Failure in Step 2. Where did this definition come from? Is it true?

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**Step 6:** Apply Why? to your definition of Success in Step 3. Where did this definition come from? Is it true?

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**Step 7:** Any surprises in Steps 4, 5 or 6? Write down your answer to this;

*Is this goal my want or someone else's want for me? Is it my definition of success or failure or someone else's?*

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If you determined it was someone else's for you rather than your own, start over at Step 1 and decide on what you want for you. Not what someone else decided was right for you. Someone else's goal for you can be a good one; like graduating

from college, becoming a doctor, getting married or not, joining the Peace Corp, or becoming a member of the Armed Forces. But, if you don't really, really, really want that for you, and you are working towards that goal, you will never feel satisfied.

The same with definitions of failure and success. If you are really, really, really on board with your goal yet your definitions of failure and success are not yours and yours alone, then the end result, achieving your goal, will not satisfy.

Keep repeating this exercise until you unearth what you want for you. Stretch yourself. Have fun! Dream Big!

## What Questions Am I Asking?

The biggest challenge to asking the right questions is gaining awareness of the questions you have already asked and understanding how the answers you got were a direct result. Once you have awareness about the fact you are asking questions, and you realize you are asking more questions than you have every imagined, you can begin to craft better questions.

### Exercise 2

**Step 1:** Choose an area of your life or business where you feel you have been unable to move forward. It may be a relationship, a career, a health issue, money matters or something completely different.

Now, write it down clearly. For example, I cannot reach my goal of having six months of savings in the bank. I date but the relationships don't go anywhere....  
Get the idea?

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**Step 2:** Think back and write down the last three questions you asked yourself or others around what you wrote down in Step 1 and the answer or answers you got.

**Question 1:**

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**Answer(s):**

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**Question 2:**

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**Answer(s):**

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**Question 3:**

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**Answer(s):**

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Perhaps the answers you got seemed like they moved you forward at the time but if they really had, you would not have written down what you did in Step 1 of this exercise. One question, even if it is the right question, will not usually solve a problem without some follow-up questions. The right questions though, will keep you moving forward until you reach your goal.

**Step 3: Formulate new questions.** Do this by thinking of a question and then providing possible answers to it. List at least three possible answers. If you cannot think of three challenging answers to your new question, you need to start with a different new question.

**New question:**

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**Answers:**

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Do any of your answers challenge you? Or are they more of the same like you have gotten in the past? If they are similar, start over with a different question. If you feel challenged, think of a new question that builds off the answer you wrote down that challenges you. Repeat this exercise until you have at least three questions with answers that challenge you.

The reason you are formulating new questions until you get answers that challenge you is the answers that don't challenge you will never move you far enough forward towards your goals to make a difference. The purpose of this exercise was to get you thinking several steps, and questions, ahead **before** you ask your first question. This way you can begin with the question that moves you forward with the fewest dead-ends and/or restarts.

***Am I Making Choices from the Spock Point, Experience Point, or Reality Point?***

**Exercise 3**

What I love about this question is it makes you think about what you are thinking about around your choices. The *Spock Point* is just the facts. No emotions. No feelings. Just accurate, unbiased data. The *Experience Point* adds information from past experiences of your own, or someone else's, to the facts presented at the *Spock Point*.

You may make your choices from this point because you've "been there, done that." Maybe you heard or read that everyone is unsuccessful unless they did it a specific way.

Making choices from the *Reality Point* though means you are making your choices in the now. You have considered the facts, looked at experiences and considered new input. Then you made an informed conscious choice.

**Step 1:** Think about the last choice you made that you realized didn't take you where you needed to go. Got it? Now write it down.

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**Step 2:** Break the choice you wrote above down by:

**Spock Point:** (List the facts leading up to the choice)

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**Experience Point:** (List the experiences you or others around you had that were discussed or thought about while deciding on your choice)

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**Reality Point:** (What was the thought, at the time that made you choose the way you did?)

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**Step 3:** Using what you know now, rewrite the items in Step 2 and see what new choice you would make today.

**Spock Point:** (List the facts leading up to the choice)

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**Experience Point:** (List the experiences you or others around you had that were discussed or thought about while deciding on your choice)

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**Reality Point:** (What was the thought, at the time, which made you choose the way you did?)

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**New choice:**

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If the new choice you would make is different from the one you originally made, can you put your new choice into action? Does that new choice change your situation in a more positive way?

Try this exercise with other choices you have made in the past and any choices you are considering making today. With practice, this process will go quickly. Never rush though. Time often gives new perspectives and information. Most choices can wait an hour, a day or even a week.

End of Sample exercises from the forthcoming **Companion Workbook** for **What Would a Wise Woman Do?** Email me at [Laura@LauraSteward.com](mailto:Laura@LauraSteward.com) with your thoughts, insights and comments on the exercises. Let me know how things are changing for you!

## About Laura



Laura Steward is a speaker, author, and founder of Wisdom Learned, LLC—a consulting company specializing in educating and inspiring entrepreneurial leaders to get off autopilot and find success.

Previously, Laura used her 29+ year experience in both Fortune 100 and small businesses to launch and sell her own highly-competitive IT company—garnering her recognition and coverage

from national industry publications and associations as a leading provider of managed technology services.

Besides holding numerous technical degrees and serving on multiple charity and corporate boards, Laura holds a master's degree in management and organizational behavior. Her business and life philosophy gleaned from her diverse experience and lessons learned in the trenches is simple: Treat everyone better than they expect to be treated—while collecting and dispensing wit and wisdom to grow along the way. And always ask the right questions

**Find out more information about how we can work together including:**

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