



LLP Grundtvig MISSIONGATE



# GUIDELINES for research on existing methods

## How to find your mission in life

- Book**       **used method in training in your company/organisation (project partner)**
- eu project**       **used method in external training**       **other, please specify**

### 1. Summary of the method, Introduction

The method is presented in the book “Top Question – Powerful questions used by top managers and coaches in Portugal”, by Maggie João, as “one of the most powerful tool towards personal and professional development”.

The book tells us about widely known method with proven efficacy, the questions. In this book the method is presented through the stories of known and reputable personalities of the portuguese management stories of with extensive experience in its use.

Through the presentation of examples, used in daily bases, the book reveals a powerful and truly unblocking method, which promotes self-knowledge and thereby the discovery of new abilities and motivations, precious tolls in the definitions of life objectives and problem solutions.

In short, the questions enhance the reflection on the present, which in turn facilitates the definition of a path for the future and a strategy to follow in a successful way.

### 2. Basic assumptions of the method

- Having multiple priorities simultaneously is equivalent to having none;
- There is no unique question to a given situation;
- The querist must have the sensibility to understand what can and should ask, and how to it, so the process can contribute to the development of the respondent;
- The querist should not express any opinion, or somehow influence the response, but rather guide the respondent;
- Whether the question itself or how it is placed inevitably have a personal mark from the querist.

### **3. Aims of the method**

The aim of this method is to lead the respondent to search in the inside for the answers and the capabilities to overcome the obstacles and progress, in a successful way, towards the life objectives. One must find himself to find his way.

### **4. What is meant by "finding your mission of life" in your method**

Finding the mission in life is not a specific objective of the presented method. Nevertheless the "powerful questions" method is about discovering who we are and what we are capable of, and working these new knowledge and abilities to achieve the outlined objectives. Finding mission in life means stop where we are right now, become aware of whom we were and are, what we are capable of achieving and what distracts us from our path, so we can have a better future.

### **5. Trainer profile to support (un) employed persons in "finding their mission of life".**

#### **5.1. Skills (of trainers) to apply this method:**

From the Reading of the book can be realised that in order to effectively apply this method the technical must:

- Know questioning techniques – how to question and what to ask
- Be trustful
- Know how to guide without exercising any influence

#### **5.2. Knowledge (of trainers) to apply this method:**

Likewise, required knowledge of trainers is not presented in the book as it describes experiences of a large number of professionals, from different sectors in a various number of diverse situations, but one can conclude that knowledge in the human and social sciences area is required. Also required is the knowledge and experience in leadership since the method requires that the querist can interpret signs and capture the respondent confidence, communicate with him, motivate and guide him.

### **6. Used Method – structure & phases in practical usage**

One cannot trace a strategy for life unless knows what we really want.

The method consists in placing questions that can induce thoughts in the respondent, promoting self awareness and self knowledge making people able to set a course.

The questions have the power promote awareness of who we are and what we are capable of, making us realize and believe that if we commit with one objective, results will be achieved.

Both personal and professional events can be interpreted in different ways and this method makes one clearly realize the way we face and react. Awareness for what makes us react in a certain way is the base for self knowledge which can lead to make better options.

Although “open questions” are preferable, as they require more complete answers allowing obtaining information about the needs, desires and motivations of the respondent, “powerful questions” are the ones, open or closed, that are able to promote reflection and enlightenment.

According to the author, the power of questions comes from two major dimensions: the relevance (if the question is appropriate) and the depth (level of reflection and clarification related to the response).

The book tell us about different kinds of questions, giving practical examples of application and explaining what information can be achieved by each kind of question.

Listed below the different kind of questions presented and explained by the author:

- Questions that start with “What” – allows to identify objectives, obstacles and solutions;
- Questions started by “Which” – complement the questions started by “What”, allowing to materialize objectives, identify obstacles and solutions among various options;
- Questions started by “How much” – as it is a closed question, it must be associated to a scale that allows an objective answer, avoiding answer like “little”, “very” among other not satisfactory;
- Questions started by “Who” – although it is a question that can identify several problems, it is one of the less used, maybe because it is difficult to ask for help or to admit that the solution comes with the help of another person;
- Questions started by “How” – help to outline a strategy towards the proposed objective;
- Questions started by “Why” – allow to identify obstacles and work to overcome them.

The following phases can be identified:

1. The question: awaking to a particular issue, leading the respondent to think about it;
2. Thinking and reflection – reflecting on the questions makes the respondent look inside himself, leading to self knowledge;
3. Awareness – consists in finding the abilities, knowing the blocks and finding ways to get around, leading to new horizons;
4. Responsibility – making the commitment in achieving the outlined objectives;
5. Action - developing and putting into practice the action plan.

In resume, the method aims for the development of the full potential of each one, as it allows him to go from who he is and thinks he can be to whom he really wants to be.

## **7. Motivation tools applied during the training to find the mission in life**

The book doesn’t specifically mention motivation tools. The implicit tools consist in the awareness for the competences and answers that each one can find among themselves, which may be explored and enhanced to open a new world of possibilities.

**8. Target Group: (just mention which categories)**

**Qualification:**

**X Lower qualified people**

**X Middle vocational/general educated qualified people**

**X Higher vocational/general qualified people and**

**X University level**

**Age:**

**X Age 30-39**

**X Age 40-49**

**X Age 50-59**

**X Age 60-66**

**Work:**

**Employed**

**Unemployed**

**X Does not matter**

The method can be applied to anyone, both in personal or professional level, no matter his age, qualifications or activity.

**9. applicability in European context**

Although the book makes several references to the portuguese reality, this is a method that can be used in any country, given the fact that one of its assumptions is the adaption to reality.

**10. References**

“Top Question- Perguntas Poderosas dos Executivos e Coaches em Portugal”, Maggie João, Smartbook.