Nine whys

Worksheet · Nine Whys

LudensFlow

WHAT YOU'RE TRAINING NOW

In your own words

You put it in your own words and explain it. If you can explain it, you understand it.

Theme

Who talks

Who asks and writes

At the top · the purpose in one sentence

Read the ladder from the bottom up. What really drives the talker? Put it into one sentence together.

↑

9

↑ Why is that important to you?

8

↑ Why is that important to you?

7

↑ Why is that important to you?

6

↑ Why is that important to you?

5

↑ Why is that important to you?

4

↑ Why is that important to you?

3

↑ Why is that important to you?

2

↑ Why is that important to you?

1

↑ Why is that important to you?

Start here · what it is about

The asker asks the same question every time: why is this important to you? Write each answer down briefly, a few words. Ask about the last answer, not about the theme again.

After the swap · together

Put your two ladders side by side. What is at the top of both? That is what you take to the group.