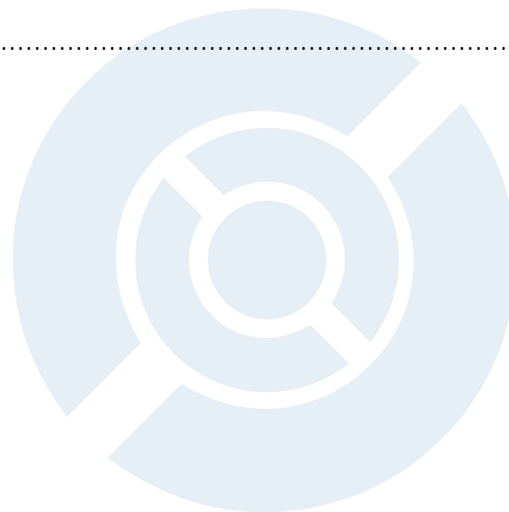


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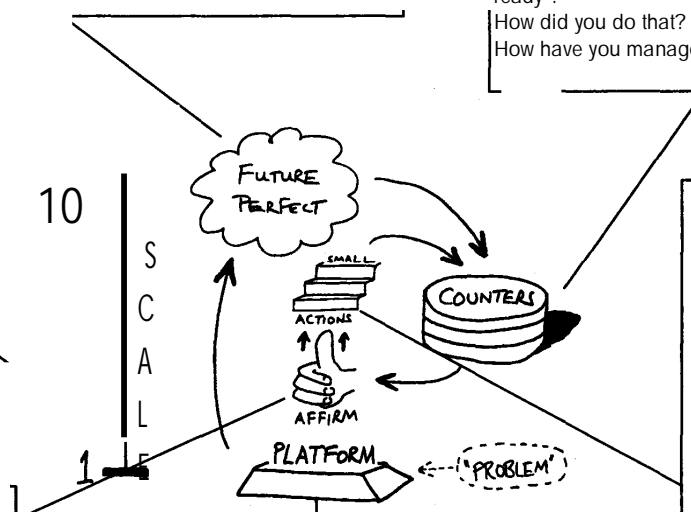


# The Solutions Focus

Suppose the problem vanishes overnight, how will you know tomorrow that the transformation has happened?  
 How will others know?  
 What will you be doing?

.When does the Future Perfect happen? Even a little bid  
 .When do parts of the Future Perfect happen already?  
 .When do things like the Future Perfect happen already?  
 How did you do that?  
 How have you managed to get as far as you have?

On a scale from 1 - 10, where 10 is the Future Perfect, where are you now?  
 .What's helping you to reach that level already?  
 What would take you a small step (say one point) higher?  
 What would be the first tiny signs of progress?



- Doing more of what works
- Small
- Actions that can be taken tomorrow
- Seen as starting something - rather than stopping
- Specific and clearly defined
- For the customer for change to do .
- Stopping doing what doesn't work and doing something else instead

What are you most impressed with?  
 What skills and resources can you observe?  
 What are the grounds for optimism?

What would be the payoff of solving this problem? What would it help us to get? When you've tackled this kind of problem before, what was the most help!  
 What skills and resources did you discover then?  
 What in general has been going well for you ?

Paul Z. Jackson, Mark McKergow, [The Solutions Focus](#), London 2002, S. 128

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