



## Strategy Elicitation

Sit opposite your model, calibrate and establish rapport

### **Objective:**

Find out from your model What, How and Why they do what they do.

You may also need to elicit underlying values and beliefs in order to model the strategy effectively.

Remember to notice eye cues as these will give you the opportunity to ask questions such as :

What were you seeing then?

What were you saying to yourself then?

What were you feeling then?

Here are some more sample questions to elicit the strategy.

How do you know when it's time to...?

Why do you do .....?

What do you do next.....?

What needs to happen before that....?

How do you know when you have achieved the result.....?

How does that make you feel....?

Do you generate alternatives....?

How do you know which alternatives to use.....?

Is there a time you will change the strategy as you are going through it?

Once you have established the strategy, run it back with the model, try changing the order, see if it improves etc.

Once you have noted down the strategy, have your model guide you through the strategy, making sure you complete each step exactly as specified by the model.