









A Different Kind of Smart™ – A Different Kind of Discussion





	OBJECTIVE QUESTIONS <i>"The facts ma'am, nothing but the facts!"</i>	REFLECTIVE QUESTIONS <i>"Feelings, nothing more than feelings!"</i>	INTERPRETIVE QUESTIONS <i>"So what? What's it mean to me?"</i>	DECISIONAL QUESTIONS <i>"Now what? What will I do?"</i>
 ImageSmart	What images, shapes, colors, or textures grab my attention?	What images, shapes, colors, or textures would I add or take away?	What kind of symbols can I create to express what this means to me?	How can I visually show what I'm going to do as a result of the discussion?
 BodySmart	Where do I sense movement? What do I want to touch?	Where do I feel this in my body? What bodily sensations am I sensing?	What would I do to role play the viewpoints or aspects of the discussion?	How would I act out the before and after of my viewpoints in the discussion?
 LogicSmart	What is the sequence or order of things? What logical patterns do I see?	Where do I want to change the order or sequence so it makes more sense?	Based on comments made in the discussion, what do I feel is the real issue?	What are my next steps to act on what was talked about in the discussion?
 NatureSmart	What elements of the natural world strike me? How is nature involved?	What are the natural elements of the issue or subject causing me to feel?	What patterns/objects from the natural world are similar to what is being discussed?	What would I pick from nature to remind me of my resolve about the discussion?
 SoundSmart	What sounds, rhythms, beats, or music do I hear?	What sounds do I wish were present? What sounds do I wish were not present?	What sounds, music, or beats would communicate what is being discussed?	If I was to write a song on the results of the discussion for me, what would it be about?
 WordSmart	What words, phrases, or lines do I remember? What words struck me?	How are the words impacting me? What are my emotional responses to them?	What name or title would I give the discussion which would capture its essence?	If I could speak some words TO the issue or subject of the discussion, what would I say?
 PeopleSmart	Who are the characters, groups, or individual people involved?	What are my feelings about the people or groups? Who do I like/dislike?	How would I explain the discussion to another person not present now?	What is the group's general consensus about the issue or subject being discussed?
 SelfSmart	What parts of the issue, subject, or topic immediately interest me?	What feelings or emotions does this issue or topic evoke in me?	Why is this important to me? What significance does it have to my life?	How does this discussion inform me about my own life and my future directions?



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Following are a set of intelligence-specific planning strategies which you can use to "juice up" any planning sessions you conduct in your organization. They also work equally well when you're involved in any kind of problem-solving in both your professional and personal life.

Object-Based Planning Strategies			
ImageSmart	LogicSmart	BodySmart	NatureSmart
			
<ul style="list-style-type: none"> • Ask people to mind map their ideas using shapes, images, pictures, and colors in addition to words. • Use flow charts and graphs to present and discuss necessary facts and figures. • Use visualization techniques to aid in thinking about future possibilities and directions. • Use videos, DVDs, and PowerPoint to present relevant information. • Use graphic representations to enhance or symbolize key ideas and suggestions. 	<ul style="list-style-type: none"> • Create a series of "if/then" scenarios to explore suggested solutions to a problem. • Use Venn diagrams to compare and contrast various ideas, suggestions, or solutions. • Use both inductive thinking (from part to whole) and deductive thinking (from the big picture to parts) • Create timelines of the results which show who, what, when, where, why, and how. • Use spreadsheets to analysis financial implications and feasibility the plan 	<ul style="list-style-type: none"> • Take a field trip to observe solutions other organizations are implementing • Ask people to physically demonstrate or act out their ideas and suggestions. • Create physical models to show ideas or to present information. • Use impersonation role plays to experience things from another's perspective. • Use human graphs to have people show agreement or disagreement. 	<ul style="list-style-type: none"> • Discuss environmental impacts and implications of suggested ideas or solutions. • Create natural analogies for different parts of the plan or illustrate or clarify ideas. • Provide healthy snacks from nature during the planning process (e.g. nuts, fruit, spring bottle d-water). • Bring live plants and/or fresh-cut flowers into the planning space. • When possible do part of the planning outside and look for connections between your plan and nature.

Object-Free Planning Strategies		Personal Planning Strategies	
SoundSmart 	WordSmart 	PeopleSmart 	SelfSmart 
<ul style="list-style-type: none"> • Use music to set the mood, help people relax, and to promote creative thinking. • Have people associate sound and music with their ideas. • Create a background soundtrack to present a report on the results of a planning session. • Create musical jingles to help remember key parts of a strategic plan. • Write a company song which incorporates the vision of the strategic plan. 	<ul style="list-style-type: none"> • Have people debate both sides (pros and cons) of an idea or suggested solution. • Write "executive summaries" to report on the final results of a plan. • Use impromptu speaking on topics of concern for the planning (randomly draw a topic and speak on it). • Have people interview each other (as if on a TV talk show) to brainstorm ideas. • Use storytelling or scenario creation to explore implications of different ideas. 	<ul style="list-style-type: none"> • Have people discuss ideas with a partner or small team first then share. • Design questionnaires and surveys then compile results. • Divide a topic into parts and assign teams to work on their assigned part. • Ask people to listen to a partner's opinion then summarize the partner's thoughts for the group. • Use consensus (verses voting) to decide on the final plan direction. 	<ul style="list-style-type: none"> • Have people write a journal entry expressing their feelings about ideas being discussed. • Ask individuals to state their desired outcome or goals for the final plan. • Ask people to explore the personal implications or impact of any solutions being considered. • Discuss values and beliefs behind various suggested solutions to a problem or challenge. • Give people time to be alone and think about or meditate on the planning.

My suggestion for structuring planning sessions which are guaranteed to get the best thinking, creativity, and input from everyone involved is to make sure you include planning strategies from each of these three groupings. As a minimum I recommend that you always include at least *two strategies from the object-based smarts, and one strategy from each of the object-free and personal smarts*. That would give you four new planning strategies to incorporate into your current planning process.