

THE ATTRIBUTES' BURNING QUESTIONS



Use these questions to apply the Emergenetics framework and better understand the holistic motivations of your clients and stakeholders.

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|-------------------|------|----------|-------------------|
| ANALYTICAL | Why? | What if? | CONCEPTUAL |
|-------------------|------|----------|-------------------|

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|-------------------|------|------|---------------|
| STRUCTURAL | How? | Who? | SOCIAL |
|-------------------|------|------|---------------|

1/3 ← EXPRESSIVENESS → **3/3**

Do we have time to think? Will we have time to talk?

1/3 ← ASSERTIVENESS → **3/3**

Can we move at a methodical pace? Can we move forward quickly?

1/3 ← FLEXIBILITY → **3/3**

Have we landed on a course of action? Are we still exploring options?