

**Fierce Conversations – The Mineral Rights Conversation**  
 (Source: Fierce Conversations – Author: Susan Scott)

<b>Process</b>	<b>Questions to Get There...</b>	<b>Tracking</b>
<b>Name the Issue</b>	<ul style="list-style-type: none"> <li>• What is the most important thing we need to be talking about today?</li> </ul>	
<b>Clarify the issue</b>	<ul style="list-style-type: none"> <li>• What's going on?</li> <li>• How long has it been going on?</li> <li>• How bad are things?</li> </ul>	
<b>Determine the current impact</b>	<ul style="list-style-type: none"> <li>• How is the issue currently impacting you?</li> <li>• What results is this situation currently producing for me?</li> <li>• How is the issue currently impacting others?</li> <li>• What results is this situation currently producing for them?</li> <li>• When you consider the impact on yourself and others, what are your emotions?</li> </ul>	
<b>Determine the future implications</b>	<ul style="list-style-type: none"> <li>• If nothing changes, what's likely to happen?</li> <li>• What is at stake for me to lose or gain relative to this issue?</li> <li>• What is at stake for the other to lose to gain</li> </ul>	
<b>Examine your personal contribution to this issue</b>	<ul style="list-style-type: none"> <li>• How have you contributed to the problem?</li> </ul>	
<b>Describe the ideal outcome</b>	<ul style="list-style-type: none"> <li>• When this issue is resolved, what difference will it make?</li> <li>• What results will you enjoy?</li> <li>• What results will others enjoy?</li> <li>• When you imagine these results, what are your emotions?</li> </ul>	
<b>Commitment to action</b>	<ul style="list-style-type: none"> <li>▪ What is the most potent step you could take to move this issue toward resolution?</li> <li>▪ What's going to attempt to get in your way and how will you get past it?</li> <li>▪ What will you take this next step?</li> </ul>	