

# The Essential Problem With Problem Solving:

**WE** come into the dialogue thinking we are teachers.  
**THEY** don't see themselves as our student.

## THREE CLUES:

**“Whose vision is it?”**

*My motivation strategies are based on getting  
the person to a vision I have for them.*

**“Am I trying to increase motivation  
or increase compliance?”**

*Do I want them to be motivated, or do  
I want them to follow the rules?*

**“Do I want this more for the person than  
they want it for themselves?”**

*Why am I so interested in the person doing this?*