



SI-16

Magic Questions

What if you were granted one minute to pass on your best success advice? And you knew whatever you said would magically stick in your listener's memory forever. What would you say?

Taking my own challenge, I would respond by explaining how Brian Tracy's two "Magic Questions" (MQ) have made a difference in my professional and personal life. This improvement technique offers a reliable method for guiding performance improvement.

I've experimented with these Magic Questions for about 20 years, and I'm happy to report that it verifies in hundreds of situations. They work.

For those use the MQ approach, I would explain that they should remember to ask these questions after the completion of a task they would like to improve. Further, I would emphasize that the magic happens when the answers are used to take action. Where there is no action, there is no magic and no improvement.

Personally, I would not prepare another course, teach a class, hold a staff meeting, make more sales calls, compose another customer email, write this quarter's performance report, or adopt a new series of personal or professional goals without applying this tactic. Having done so, I would then know I was on the path to creating better outcomes the next time around.

I can only imagine what an entire institution would be like if every member used the Magic Questions as a way to improve what they do.

TFS e-Mentor Success Insights

OK, drum roll...and here they are:

Magic Question 1. What did I do right this time?

Magic Question 2. How can I improve next time?

Do these queries seem too easy, too simple to be of real value? Maybe at first glance some might so conclude. But, if your goal is to improve what you do over time, then you will find that your answers to these questions will help you identify the specific actions steps you must take.

Pass the technique on to your students. For example, if some students are unhappy with their test or project grade, recommend they ask these questions to improve their performance. And, if they are honest with their self-assessments and stick to improvement steps they identify, they will improve—guaranteed.

What's more, seeing improvements happen can propel one's enjoyment of teaching or any other job into the stratosphere. Improving is not a matter of luck; it's the result of optimism creating energy for change, next applying the Magic Questions, and finally, taking correctional action steps. It's a foundational process for those who teach for success and seek the path of continuous improvement.

*~John H, (Jack) Shrawder, Exec. Director
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