

IDI Example Questions

Ideally

- What would you want to happen in respect of xyz?
- What is your ideal situation in relation to xyz?
- What are you trying to achieve?
- How would that work in practice?
- Why is that so important?
- What provision do you currently have in place? “
- What level/type/style of xyz would you ideally like to have?
- Why is that?
- What level of certainty would you ideally want in terms of xyz?
- When would you like that to happen?
- What are your ideal timescales?

Difference

- How does that differ from what you have now?
- What shortfall currently exists between your ideal and current situation?
- What other options have you explored?
- What are the short comings of your existing situation compared to your ideal?

Implications

– Negative

- What would that mean to xyz?
- What would you have to do to sort this out?
- Talk me through how that would work practically?
- Is that what you want?
- What are the implications?
- How does that affect xyz?
- How does this work in practice?

+ Positive

- The great news is that does not have to be the case.
- If you have xyz how will that help?
- What improvement will that have?
- How will the situation look now?
- Is that what you want?”
- What improvement would xyz see?
- What benefit would there be for xyz?
- How would that help?