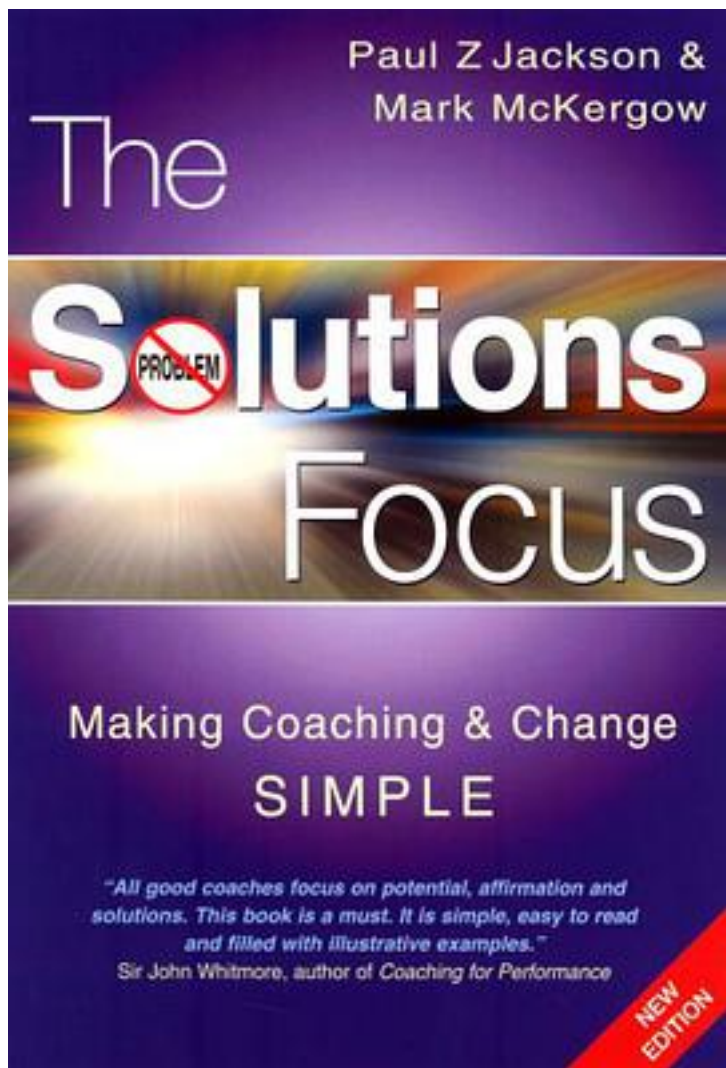


The Solutions Focus



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Proven in many fields, The Solutions Focus provides a simple and direct route to progress in your organization. It focuses on: Solutions ? not problems Inbetween: the action is in the interaction Make Use of what's there Possibilities - past, present and future Language Every case is different The trouble with traditional approaches to people problems is that they assume a straightforward relationship between cause and effect, between a problem and its solution. A solutions-focused approach sidesteps the search for the causes of a problem and heads straight for the solution, showing you how to envisage your preferred future and quickly takes steps forward. The authors present a set of practical techniques, including specific forms of questioning that lead to immediate action and results. They show how to identify what is working in your organization and amplify it to make useful changes; to focus on what is possible rather than what is intractable and how to be solution focused, not so

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