TOYOTA KATA

1 2 3 4

The 5

COACHING QUESTIONS CARD
Practice Scientific Thinking - Every Day

You can use these five questions in any encounter

The pattern of the questions is easy to learn, and each time you use the pattern it strengthens your scientific thinking.

**The Five Questions**

1. **What is the Target Condition?**
2. **What is the Actual Condition now?**
   
   (Turn Card Over)

3. **What Obstacles** do you think are preventing you from reaching the target condition?
   
   Which *one* are you addressing now?

4. **What is your Next Step?** (Next experiment)
   
   What do you expect?

5. **How quickly can we go and see what we Have Learned** from taking that step?

*You’ll often work on the same obstacle with several experiments*
**The Five Questions**

1. What is the **Target Condition**?
2. What is the **Actual Condition** now?
3. What **Obstacles** do you think are preventing you from reaching the target condition? Which *one* are you addressing now?
4. What is your **Next Step**? (Next experiment) What do you expect?
5. How quickly can we go and see what we **Have Learned** from taking that step?

*You’ll often work on the same obstacle with several experiments*

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**Reflect on the Last Step Taken**

Because you don’t actually know what the result of a step will be!

*Have the learner state the **obstacle** being worked on*

1. What did you plan as your **Last Step**?
2. What did you **Expect**?
3. What actually **Happened**?
4. What did you **Learn**?

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Return to question 3
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The next two pages are printer / copier templates for the five-question card.

For instructions, refer to the *Toyota Kata Practice Guide*. It’s available on Amazon.com or wherever books are sold.

As with any Starter Kata, begin by practicing this Starter Kata exactly as shown, until its pattern becomes somewhat automatic and habitual for you. Simply read the card out loud as it is written.

Once you’ve learned the pattern through practice, then you can build on it to develop your own style, as long as the core pattern remains intact.
The Five Questions

1. What is the **Target Condition**?
2. What is the **Actual Condition** now?
3. What **Obstacles** do you think are preventing you from reaching the target condition? Which *one* are you addressing now?
4. What is your **Next Step**? (Next experiment) What do you expect?
5. How quickly can we go and see what we **Have Learned** from taking that step?

*You'll often work on the same obstacle with several experiments*
Reflect on the Last Step Taken
Because you don't actually know what the result of a step will be!

Have the learner state the **obstacle** being worked on

1) What did you plan as your Last Step?
2) What did you Expect?
3) What Actually Happened?
4) What did you Learn?

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Reflect on the Last Step Taken
Because you don't actually know what the result of a step will be!

Have the learner state the **obstacle** being worked on

1) What did you plan as your Last Step?
2) What did you Expect?
3) What Actually Happened?
4) What did you Learn?

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Best wishes for your practice!