

The Question That Breaks a Bad Argument

NLP Mastery House

What this is for

One question that exposes the gap between what someone claims and what they can actually support — used on yourself first.

Spot vague, generalised, or unsupported claims — including your own — and ask the single question that forces precision.

Before you start

No materials needed. Just a claim you've been treating as fact — yours or someone else's.

- One belief or argument stated as certain — e.g. "This never works," "Everyone thinks that," "I have to."
- 5 minutes, alone or with a partner reading the claim aloud

The exercise

Work through in order. Say the question out loud before you answer it.

- 1.** Write the claim exactly as it was said — full sentence, no editing.
- 2.** Find what's missing, absolute, or fixed: what's been left out (compared to what?), what's stated as total (always / never / everyone), or what's been turned into a fixed rule (a "should," a habit made to sound like a law).
- 3.** Ask the matching precision question: "According to whom?" · "What specifically?" · "Always — even when?" · "How does that work, exactly?"
- 4.** Write down the answer that comes back. Notice whether the original claim still holds its shape.

Your notes

Jot whatever surfaces — full sentences not required.



What you noticed

What changed in how certain the claim felt once you asked?

Your one next action

Small enough that it actually happens. Before we next meet.
