

Figure 4.4

## Issue Redefinition Example

**Initial question:**

Is China selling ballistic missiles to Iran?

**Rephrase:**

Is Iran buying ballistic missiles from China?

**Ask “Why?”:**

Why would China sell ballistic missiles to Iran?

*Because China seeks influence with Iran.*

Why does China want influence with Iran?

*Because China wants to reduce U.S. influence in the Persian Gulf region.*

Why does China want to reduce U.S. influence in the Persian Gulf region?

*Because China wants to reduce the U.S. influence throughout the world.*

Final Question: Is China’s sale of military equipment to the Middle East part of a worldwide strategy to reduce U.S. influence?

**Broaden the focus:**

Is there a partnership between China and Iran?

**Narrow the focus:**

What kinds of ballistic missiles would China sell to Iran?

**Redirect the focus:**

Why would Iran want Chinese missiles? How is Iran going to pay for any purchased missiles?

**Turn 180 degrees:**

Is China buying ballistic missiles from Iran?