

Why ask questions?

The purpose of questions is to discover and explore with a caring intent, the needs and desires of people you talk with.

Questions do many things. They...

- Gather information
- Enable you to understand the priorities
- Analyze and diagnose
- Are like a stethoscope
- Involve the other person
- Internally motivate the person you're talking with
- Put you in control of the course of the conversation
- Paint a picture that both you and they can see
- Are for the other person
- Open up consequences as you ask what if you were able to solve... or not able to solve...
- Create value in you and what you represent
- Reduce anxiety (in both of you!)
- Clear up 'fuzzy thinking'
- Open lines of communication
- Allow you to plant your own ideas as you can make suggestions, what if you...
- Let you address concerns