

# Better Listening Through Questions

Simple Steps to asking the right questions

Personal Development Tips, Tricks and Strategies

People don't like to **ask questions**...

Understandable when questions are personal as you  
don't want to offend

But, most people **willingly give answers**...

**So why are we so afraid to ask?**

When you ask questions...

you have the tools you need to be a better listener

### It works

When you ask questions, you listen for the answer

You don't spend energy trying to think of what to say

# 1 - Be relevant

- Don't be all over the place on your topics
- **Keep questions relevant to topic of discussion**
- OK to transition into other topics
- **But... keep questions all related**

## 2 - Don't ask trick questions

- Or try to show how smart you are
- **Connect to people by listening to their stories**
- Better approach - Ask questions they can answer
- **It's the process you are after as well as the answers**

# 3 - It's ok to ask questions that relate to you

- ... but try to keep the focus on the other person
- **People love to talk about themselves...**
- When they find good listeners they will open up to you

# 4 - Good questions can steer the conversation

- Asset if the other person is overly chatty
- **Use questions to reel them in**
- A focused approach gives you control
- **But... still moves the conversation forward**

# 5 - It takes practice to learn what to ask

- Plenty of opportunity for practice in day to day interactions
- **Strike up conversations when commuting**
- Not as easy as it used to be due to smart devices
- **But, many people are still responsive**

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