

The Art of Powerful Conversation

Part Two Questioning

It's all about asking a question on the answer. Don't switch topics – ask a question based on the answer they've given you. Stick to this format of questioning on the answer until you find something that you have in common.

Sample Conversation:

"Where did you go to school?"

"I went to Wilfrid Laurier University."

"Oh yeah, what program were you in?"

"I was in the Business program."

"Was that difficult?"

"Yes it was."

"What were some of the biggest challenges you faced?"

"I found math to be overwhelming."

"Oh I know what you mean. I was in a statistics course my first year and..."

Creative Questions

A creative question gets the person thinking about something they don't normally think about and forces them to put some effort into their answer.

Remember that there is a time and a place to ask creative questions. Look for your openings. They are more obvious than you think.

Try it at the dinner table or with friends. Have fun with everyone by making up creative questions and witness the incredible reaction you'll receive.

Sample Questions:

"What's a moment in your life that you wish you could have caught on film?"

"If you could be invisible for one day, where would you go and why?"

"What would you say is the greatest invention of all time and why?"

"Therapy" Conversations

Ask a provocative question with the intention of making a meaningful connection in a short amount of time.

Fast Tracking questions are questions that we feel uncomfortable asking because we think it will make the other person uncomfortable. However, in most cases, you will be surprised to learn just how willing a person is to share that information with you.

Sample Questions:

"What is something you would like to change about yourself?"

"Are you influenced by stereotypes?"

"Have you ever cheated on anything?"

"Why" Questioning

Never be afraid to ask a person why they think the way they do. It's one thing to say *what* you do, but it's an entirely different thing to explain *why* you do it. They will appreciate the opportunity to share.

One thing that you have to remember is that a *why* question does not necessarily have to be about the individual. It can be a general question about the topic as well.

Sample Question:

*"It's great that you bought a house in Toronto. I've noticed a lot of people are beginning to buy there. **Why do you think that is happening?**"*