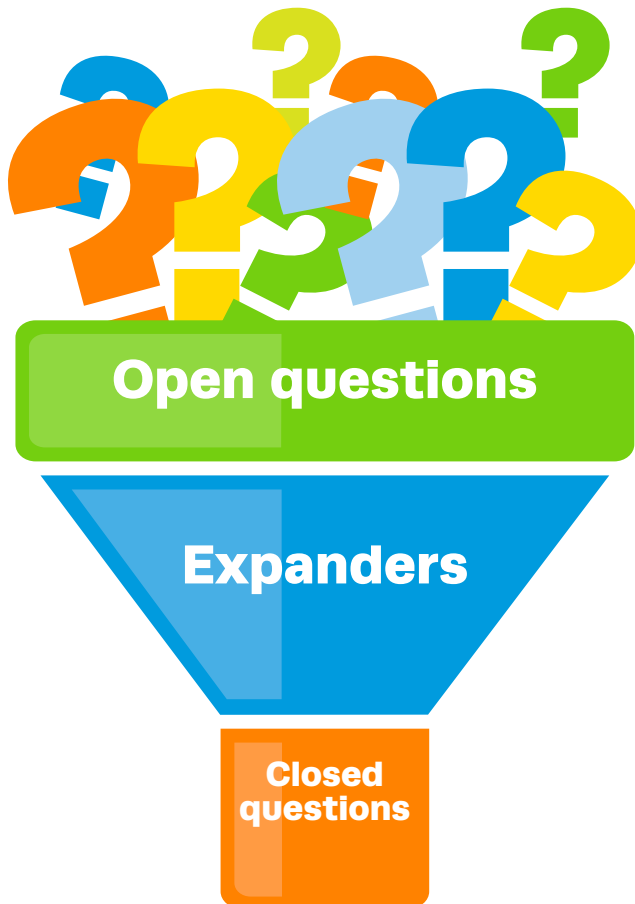




Be curious through questioning



OPEN QUESTIONS

Use to develop a full conversation and uncover more detail.

They begin with why, what, how, when, who and where.

EXPANDERS

Use to make your open questions more powerful.

They begin with tell, describe and explain.

CLOSED QUESTIONS

Use to test your understanding and find out specific pieces of information.

They begin would you, do you, have you.