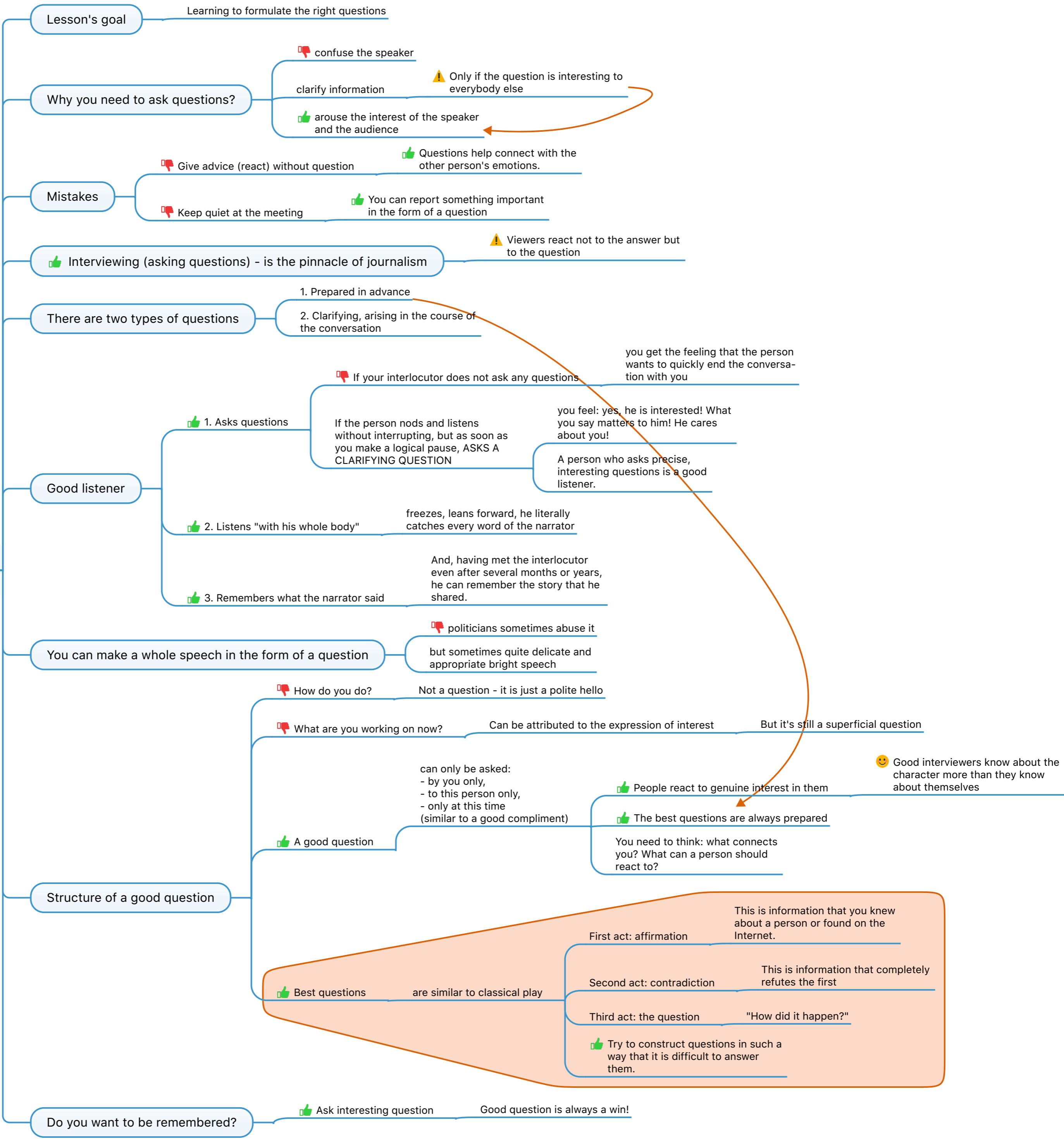


# Communication Genius 8. Ask question



Lesson's goal

Learning to formulate the right questions

Why you need to ask questions?

confuse the speaker

clarify information

arouse the interest of the speaker and the audience

Only if the question is interesting to everybody else

Mistakes

Give advice (react) without question

Keep quiet at the meeting

Questions help connect with the other person's emotions.

You can report something important in the form of a question

Interviewing (asking questions) - is the pinnacle of journalism

Viewers react not to the answer but to the question

There are two types of questions

1. Prepared in advance

2. Clarifying, arising in the course of the conversation

Good listener

1. Asks questions

2. Listens "with his whole body"

3. Remembers what the narrator said

If your interlocutor does not ask any questions

If the person nods and listens without interrupting, but as soon as you make a logical pause, ASKS A CLARIFYING QUESTION

you get the feeling that the person wants to quickly end the conversation with you

you feel: yes, he is interested! What you say matters to him! He cares about you!

A person who asks precise, interesting questions is a good listener.

freezes, leans forward, he literally catches every word of the narrator

And, having met the interlocutor even after several months or years, he can remember the story that he shared.

You can make a whole speech in the form of a question

politicians sometimes abuse it

but sometimes quite delicate and appropriate bright speech

Structure of a good question

How do you do?

Not a question - it is just a polite hello

What are you working on now?

Can be attributed to the expression of interest

But it's still a superficial question

A good question

can only be asked:  
- by you only,  
- to this person only,  
- only at this time (similar to a good compliment)

People react to genuine interest in them

The best questions are always prepared

You need to think: what connects you? What can a person should react to?

Good interviewers know about the character more than they know about themselves

Best questions

are similar to classical play

This is information that you knew about a person or found on the Internet.

First act: affirmation

Second act: contradiction

This is information that completely refutes the first

Third act: the question

"How did it happen?"

Try to construct questions in such a way that it is difficult to answer them.

Do you want to be remembered?

Ask interesting question

Good question is always a win!