



**ART OF COACHING PODCAST™ EPISODE 269
HOW TO ASK BETTER QUESTIONS**

On a scale from 1 - 10 how would you rate yourself as a question asker? Why?

The 3 things required to ask good questions are that you have to CARE, you have to be CURIOUS, and you have to give CONTEXT. Which of these qualities do you portray consistently? Do you struggle with any of them?

Many times, the follow up is even more important than the initial question. In what contexts are you good about asking follow ups, and in which do you utilize them less frequently?

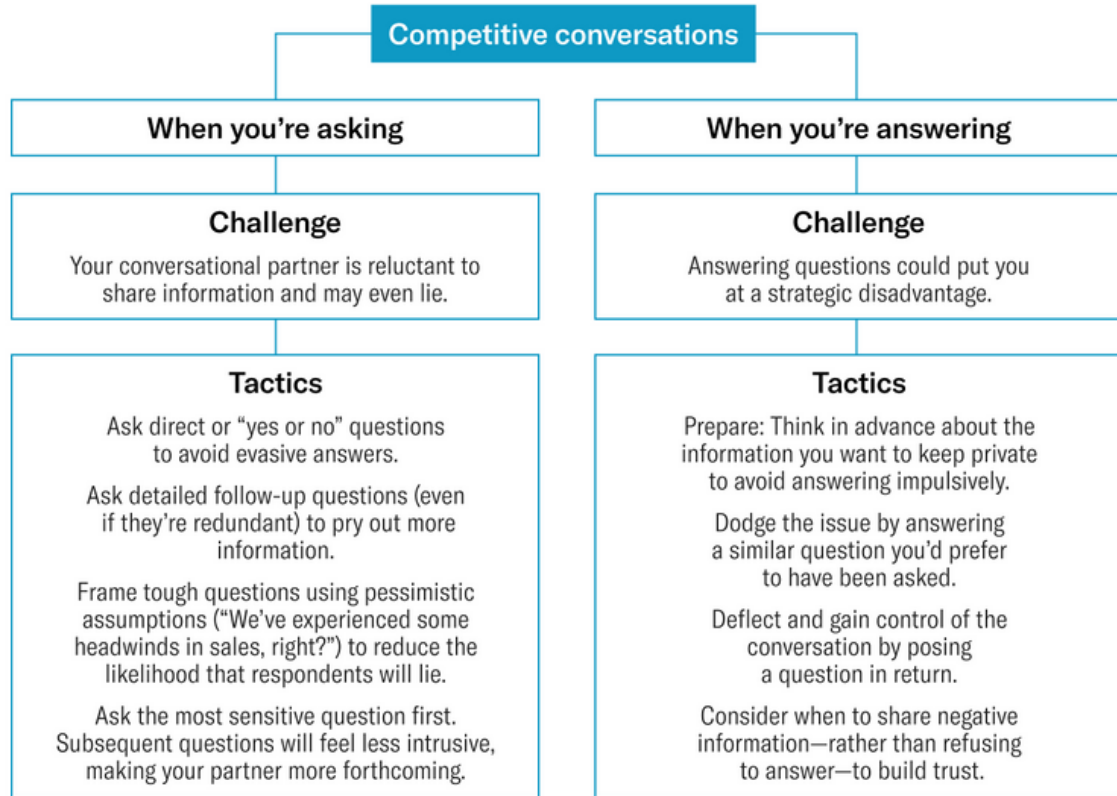


Reflect on a recent conversation in which you were trying to get to know someone better. What questions did you ask that easily led to more follow up questions? How can you intentionally use this strategy in the future?

Reflect on a time when you've witnessed a conversation in which someone asked too many questions. List 2 tactics that can be used in that situation to smooth out the conversation. These can be used by either stakeholder.

What are 3 questions you love to ask or you wish other people would ask you?

These graphics are helpful tools to direct your conversational strategy based on the context. Get some practice using these tactics by asking someone to role play out a conversation with you.



From: "The Surprising Power of Questions," by Alison Wood Brooks and Leslie K. John, May-June 2018



Art of Coaching Podcast™

ABOUT



Join us as we dive more deeply into what it takes to change attitudes, outcomes & behaviors across a variety of world-class environments. Our guests include a wide range of professionals ranging from coaching, law enforcement, scientists, managers, military and entrepreneurs.

While I may originally be a strength and conditioning coach by trade- my work now spans across the corporate realm, military setting and beyond. If you work with people in any capacity and are fascinated by what makes them tick, this show is for you!

Each episode is packed with tactical insights as we prioritize providing you with key take-aways, instead mass produced "surface level" advice. Expect to be challenged, expect to be surprised and expect to maybe find a few laughs along the way as well.



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