

Questioning – The most underestimated skill

Type	Strengths	Weaknesses
Open	Good for information Allows important issues to emerge	Vague You may sound bland
Closed	Gets facts Gets agreement	Black and white is a dangerous colour Can appear aggressive
Leading	Not many!	Manipulative
Reflective	Builds on experience Allows space to think	Danger of naval gazing
Hypothetical	Allows space to dream/test Creative	Guessing
Multiple	Search for information	Confusing
Comparison	Forces preferences	Forces preferences

