

QUESSIE Newsletter January 2018

Dear **QUESSIE** Member

Happy New Year! I trust 2018 brings with it many exciting opportunities for our QUESSIE members.

Professionally, I am thrilled to be completing postgraduate qualifications this term, participating in leadership professional development with QELi, speaking at a number of educational conferences across the country and continuing to explore research supported practices in the school setting that enhance student outcomes.

I find the start of the year is an excellent time to take check and review fundamental principles related to my work. I ran across an excellent article from *Changing Minds* that I would like to share that encapsulates many key areas related to effective questioning.

Please click on highlighted areas for links to more specific information on the below subjects:-

- [Action Requests](#): Questions that influence for action.
- [Closed Questions](#): That seek short answers.
- [Chunking Questions](#): Chunk up and down for more or less detail.
- [Clear Questions](#): That are simple and unambiguous.
- [Columbo Technique](#): Asking stupid questions that get the answers you want.
- [Double Bind Questions](#): Whichever way you answer, the result is the same.
- [Echo Questions](#): Repeat what they say as a question.
- [Empowering Questions](#): That release limits on people.
- [Funnel Questioning](#): Seeking more detail or more general information.
- [Group Questioning](#): Tips for asking questions of many people at once.
- [Interrogation Questions](#): Questions that lead to answers.
- [Kipling Questions](#): Rudyard Kipling's six servants.
- [Leading Questions](#): That may or may not be a good thing for you.
- [Open Questions](#): For long and detailed answers.
- [Open and Closed Questions](#): yes/no or long answer.
- [Positive Questions](#): Deliberately leading the other person.
- [Probing](#): Digging for more detail.
- [Probing Questions](#): Specific questions for finding detail.
- [Provocative Rider](#): Wind them up with a secondary question.
- [Rhetorical Questions](#): Questions without answers.
- [Socratic Questioning](#): Socrates' method of questioning in order to elicit learning.
- [Tag Questions](#): Some questions encourage agreement, don't they?

And...

- [Control Answering of Questions](#): You do not have to answer directly.
- [Dodging the Question](#): How not to answer the question.
- [Questioning Traps](#): A few pitfalls you may like to avoid.
- [Responding to Questions](#): Turning questioning to your advantage.
- [Selling with Questions](#): How to sell by asking instead of telling.
- [The Power of Questions](#): How questions are just so very useful.

Until next month, best wishes

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Reference – Thank you to *Changing Minds* for their input on this article.