

1. Discuss the questions below.

- What does the following quote mean in your opinion?
“Judge a man by his questions rather than his answers.” Voltaire
- Do you prefer asking or answering questions? Why?
- What professionals are good at asking questions?
- What kind of people should be good at answering questions?
- In what situations do we ask questions?



2. Questions can be used for various reasons. Watch a [video](http://bit.ly/Effective-Questions) [http://bit.ly/Effective-Questions] (to 01:34) and complete the gaps with one word each.

- a) information is just one outcome of questioning.
- b) Questions can be used for a conversation during an argument or a negotiation.
- c) Showing an interest in other people can help to relationships.
- d) Questions can be used to people’s personalities or to diagnose problems as well as being the common way of testing people’s knowledge.
- e) Questions can also be used to encourage further thought or used to a point.
- f) Questions can be used to conversation amongst people who don’t know each other.

3. Choose 3 situations from ex. 2 and write one question for each of them.

Example: *Showing interest: What do you like doing for fun?*

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How to ask better questions

4. Watch the next part of the [video](#) (to 02:40). Then, mark the following questions Open (O) or Closed (C).

- a) What does it mean?
- b) When is your birthday?
- c) Does your sister have the same interests as you?
- d) What happened after I left?
- e) What kinds of difficulties have you had when doing this?
- f) Who will you choose?

5. Ask your partner a series of open and closed questions on one of the topics below.

holiday last-weekend next lesson
shopping travel work

Example: (LAST WEEKEND)

What did you do last weekend? (O)

I went to a bar with a friend.

What time did you arrive there? (C)

Just after 8 p.m.

What do you like drinking when you're at a bar? (O)

All type of drinks but my favourite ones are Piña Coladas.

Did you drink any Piña Coladas last weekend? (C)

Nope.

6. Watch the last part of the [video](#) (from 02:40) and decide whether the sentences below are True (T) or False (F).

- a) Leading questions are sometimes used to manipulate people.
- b) If you want to get a general answer, you can use probing questions.
- c) The funnelling technique involves asking for details and moving to general questions or the other way round.
- d) All rhetorical questions are unanswerable.

7. Match the question types in the box to the example questions below.

leading questions

probing questions

rhetorical questions

- a) Is the pope Catholic?
- b) Did you like our product or did you love it?
- c) Would you say you're really satisfied with what the government is doing?
- d) What were you thinking about when you said that this project would fail?
- e) Why do these things always happen to me?
- f) What, specifically, will you do next week?

8. Follow the instructions below and ask your partner questions. Use the funnelling technique to get as much information as possible.SITUATION 1

STUDENT A

You're a police investigator at the scene of a car accident. Ask the driver about the accident starting with this question: *"How many people were in the car with you?"*

STUDENT B

Read the text you got from the teacher and get ready to answer some questions.

SITUATION 2

STUDENT A

Read the text you got from the teacher and get ready to answer some questions.

STUDENT B

You're a police investigator at the scene of a bar fight. Ask one of the participants what happened starting with this question: *"How many people were involved in the fight?"*