

TIPS FOR POSING QUESTIONS

Posing the right questions, at the right time, and in the right way:

Questions are one of the most essential parts in any conversation. Making sure you input the right questions and at the right time can go a long way in shaping a conversation.

When someone asks a question, they ask for something. On the other hand, if someone poses a question, they offer a question to consider. Posing a question may help the other individual feel more comfortable and discover what matters to them in a more meaningful way! Keep reading to learn about the three most important tips to posing questions by the authors of *Get to What Matters*.

Tip 1: Posing at the right time:

- Posing a question at the right time can steer the conversation in a more positive direction
- Posing when the other person is not expressing emotion gives you an outlet to continue the conversation
- You can also pose a question when the other person is discussing something they want to avoid or something they want.

“Your ability to encourage or reinforce a future-focus helps people break loose of past constraints or disappointments and, instead, generate fresh thinking” (page 90).

Tip 2: Give the person a “heads-up” when posing difficult questions

- It is important to understand that people will be more hesitant to answer a question that comes out of nowhere or is challenging to answer
- The authors suggest to frame a question utilizing non-threatening phrases such as
- “I’m wondering...”
- “I know you have given this a lot of thought...”
- “I have been meaning to ask you”
- “Before we move on”

Tip 3: Understand the conversation and choose words carefully

- Before posing a question,, make sure you really understand what is going on in the conversation
- If there is too much information being thrown at you, take a pause and allow the other person to input more information
- Paraphrasing what someone says is also a great way to ensure you have understood the heart of the conversation



Behavior Change System
Progress

Assess - Evaluate current eating habits and think about how you would like things to be different.

Purpose - Find your why and your reason for wanting to make a healthy change.

Prioritize - What do you need to do to healthy eating a priority in your life?

Mindset - Determine how you will choose to think about your change efforts.

Game Plan - Determine what is required and what strategies would yield the great return/reward. Set a specific, measurable, attainable, realistic, and time-oriented goal to reach for.

Action - Put the game plan into motion and implement strategies you came up with to help you achieve your goal.

Reflect - Think back on what you accomplished and what you learned from the experience.

Improve - Continue to progress and consider using this strategy to improve in another area of your life.

Lead - Lead by example and serve others. You are able to demonstrate to others what is possible and have a positive influence on them.