

## 7-DAY POWERFUL QUESTIONING CHALLENGE

Improve your questioning skills in a week. By committing to this challenge, you will develop your questioning and inquiry capabilities in your daily interactions at work and beyond.



### MONDAY: USE THE “5-Ws and H TECHNIQUE”

The best communicators and influencers ask powerful questions to understand issues better and build a strong bond of trust with the people they are dealing with. Spend time asking straightforward, open-ended questions starting with What...?, When...?, Where...?, Why...?, Who...? and How...?



### TUESDAY: ALLOW TIME TO RESPOND

After asking a question, allow the person adequate time to respond. Apply the 5 second rule and wait 5 seconds before responding. Avoid the common trap of jumping in too quickly to offer your opinions and suggestions.



### WEDNESDAY: INVITE CLARIFICATION

If you don't fully understand what the other person is saying, ask a clarifying question/s to invite them to provide greater clarity about what they are saying.



### THURSDAY: USE CATALYZING QUESTIONS TO EXPLORE NEW OPTIONS

Catalyzing questions are aimed at uncovering new possibilities and options to bring about change. Invite people/teams to explore different possibilities with questions like: “What options haven't we considered yet?” and “What new possibilities could you explore?”



### FRIDAY: ASK ABOUT FEELINGS

Many people avoid asking about others' feelings. Yet, such questions can build strong trust, empathy, and mutual respect. Experiment by asking people to share their feelings with questions like: “Tell me how you're feeling about the project?” or “How is everyone feeling about this decision?”



### SATURDAY: REFRAME PROBLEMS AS QUESTIONS

When you encounter problems or are trying to help others deal with their problems, practice reframing the problem as a question. For example, if the problem is “We don't have the budget to deliver that project!” try asking “How can we deliver that project within the budget constraints we have?” This generates new options and possibilities and can help achieve breakthrough thinking. Give it a go and you'll be amazed by how powerful this technique can be.



### SUNDAY: BUILD YOUR QUESTIONING MUSCLES

Formulate your own powerful questions for different topics such as self-development, team meetings, improving relations with others, check-ins with your manager, creative problem-solving, etc. Try out these questions so you can refine them and develop your own favourite powerful questions.