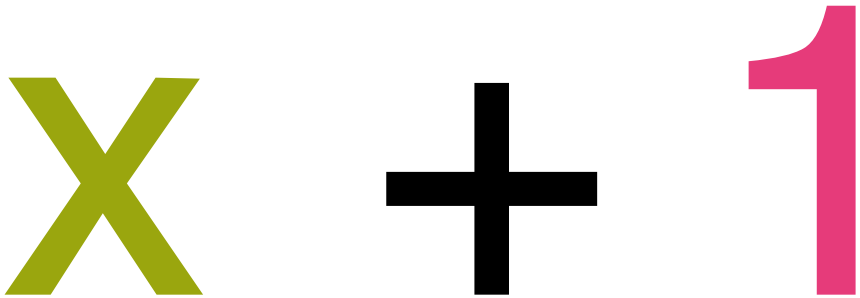

x + 1

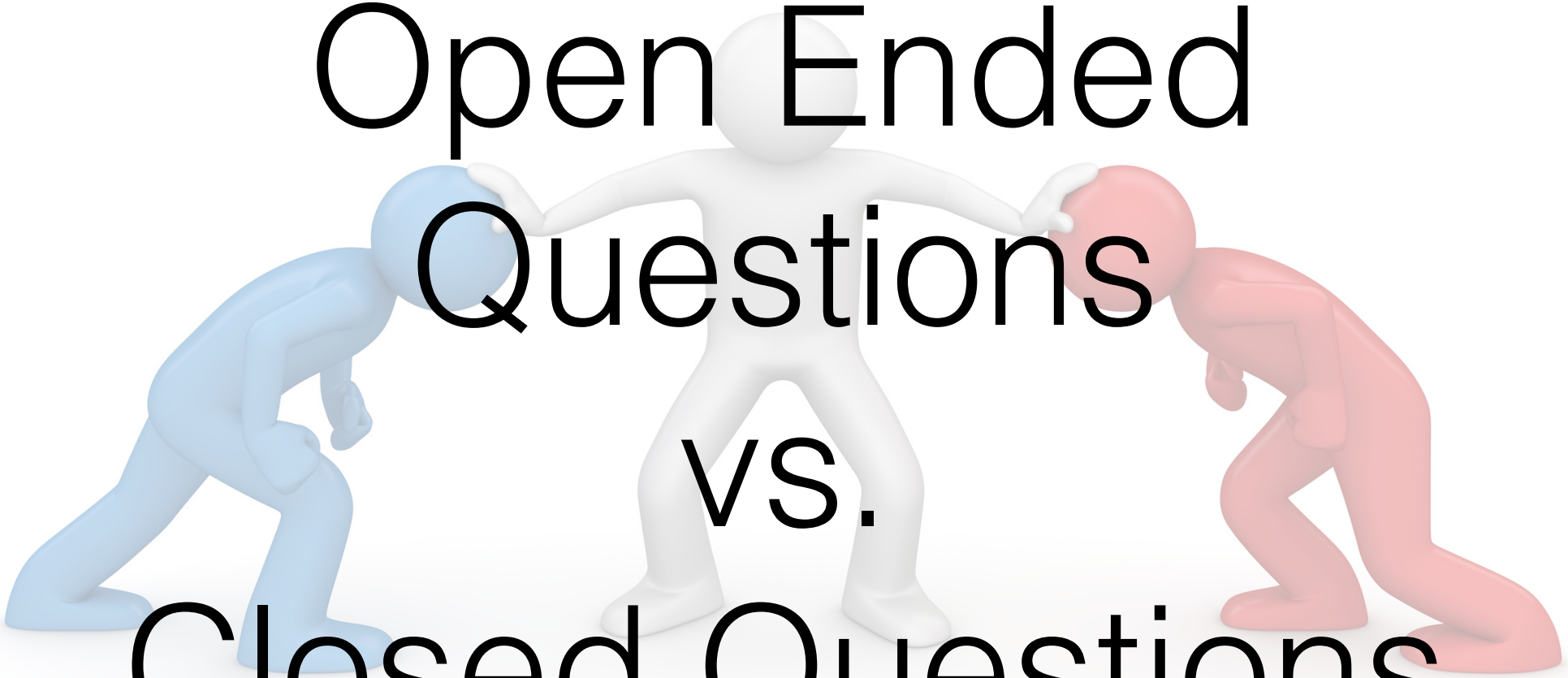
what's
the frequency,
kenneth?
REM

$$\frac{IN}{PQ}$$

IN Inner Need

PQ Power of Questions

Open Ended Questions vs. Closed Questions



Closed Questions

Definition: A question that can be answered with a one word or one phrase answer.

Designed to give facts and keep answers short.

The control is in the hands of the one asking the questions.

Examples:

1. Did you have breakfast today?
2. How old are you?
3. Are you a believer?

Open Questions

Definition: A question that requires a longer answer.

Designed for the respondent to think and reflect.

Answers will be based on feelings and emotions.

The control is in taken out of the hands of the questioner and given to the respondent.

Examples:

1. How did you and your spouse meet?
2. What are your thoughts on the current presidential election?
3. What is your take on religion?

What to listen for in a conversation

What are they saying and how are they saying it?

What are they not saying?

Listen for topics to relate to?

General tips

1. Keep conversation natural.
2. Be yourself.
3. Have some questions prepared.
4. Keep the ball in their court.
5. Pray

How to respond to questions

Answer honestly

Provide insight

Connect intellectually and emotionally

Share examples from your story