

LIST OF OPEN ENDED QUESTIONS pdf

1: Discover 20 New Ways to Ask Open Ended Questions for Kids

Open-ended questions are incredibly valuable to the sales process (as long as you listen). They help you gather information, qualify sales opportunities, and establish rapport, trust, and credibility.

View Larger Image Let me ask you this question “when is the last time you went to bed with your partner? Our days are filled with work, our kids, driving back and forth from after school activities, trying to fit in a workout if we can, and catching the late show on TV. Our BringBackBedtime initiative was created with the intent to strengthen the family bond and bedtime is the perfect opportunity to do so. That number has only increased since then. We live in a busy world with everything at our fingertips but it is seriously impacting our sleep, health and relationships. Pick one or two each night “or create your own. What is something that I can do tomorrow that will make your day better? What are some stresses that you are currently facing? What do you think about when you wake up? What goals do you have for us? Would you like to be famous? If you were able to live to the age of 90 and retain either the mind or body of a year old for the last 60 years of your life, which would you choose? If you could wake up tomorrow having gained one quality or ability, what would it be? If you could be anyone in the world for a day, who would it be and why? Which 3 words describe me best? If you could change one law, what would it be? What is the nicest thing I have done for you recently? If you could be a sound, what would it be? If you could choose a new name for yourself, what would it be? What age do you wish you were right now? What magic power do you wish you had? If you could have one hour with someone dead or alive , who would it be, what would you do and why? By Alanna McGinn T Alanna and her global team are working with families to overcome their sleep challenges. Alanna strives in helping families and corporations overcome their sleep challenges and have happy well-rested smiles in the morning.

2: Open-Ended Questions | Responsive Classroom

Good open-ended questions encourage more conversation than closed questions, which can be answered by a simple yes or no. Practice with these type of questions and you'll have both conversation topic for kids and the opportunity to build a better relationship with your child.

Asking questions more creatively. Summary repeated from Introduction What sort of questions are truly worth asking? When we ask questions we are using a powerful language tool to focus conversational attention and guide our interaction with others. Why have you done this to us???! Of the billions of questions we might ask, not all are equally fruitful or illuminating; not all are equally helpful in solving problems together. In this section we will explore asking powerfully creative questions with the help of researchers in many fields. Start by asking these questions of yourself first. Question-asking in everyday life. As we wrestle with each new challenge in life, we ask ourselves and others a continuous stream of questions. Question-asking is one of the main ways that we try to get a grip on whatever is going on, but we are usually not very conscious of the quality of questions we ask. Many are a waste of effort but a few can be amazingly helpful. All of these groups ask deeply penetrating questions. They do so in order to apply a body of knowledge to solve problems in a way that respects the unique elements of each new situation, person, piece of land, broken leg, canyon to be bridged, and so on. A structured kind of self-questioning is also part of the communal life of the Quakers, as I have observed in attending various Quaker meetings, and part of Jesuit religious practice, as a Jesuit friend shared with me. Asking conscious, creative and exploratory questions is not just for professionals; it is for all of us. We can apply in our own lives some of the styles of creative questioning that engineers use to build better bridges, psychotherapists use to help their clients and negotiators use to reach agreements. How am I going to nail that cheater? This thinking process is easier to imagine when we use visual examples, such as designing a house to blend into a hillside but not cause a landslide! But these same elements are present in all our cooperative problem-solving activities. Asking questions can allow us to start thinking about the unknown, because questions focus our attention, and provide a theme for continued exploration. But we need to learn how and where to throw, so that we pull ourselves into a better future. How can I do this without anybody finding out? As far as I know, there is no straight-forward set of rules about how to ask questions that are more helpful or more tuned to the needs of a particular situation, but there are many wonderful examples, from which we can draw inspiration and intuitive insight. The exercise that follows will give you a chance to try out some of the best questions ever asked. In many situations you may not have the emotional, social or political power to ask creative questions. Political power often works to narrow the range of permissible questions and narrow the range of who is allowed to ask them. Learning to ask creative questions, in a compassionate and conciliatory way, can be a large step forward in reclaiming your lost power as a person, a family member, a citizen and a problem-solver. Expanding your tool kit of creative questions The list of questions presented below contains the most intense and creative questions I have been able to find, drawn from the works of many deep question-askers. Next to each question in the table below I have given the field in which I have encountered that question. Take each question on the list and imagine a situation in your life in which you might ask that question. This is a demanding exercise. You may want to break it up into several sessions. In real life, as discussed in Chapter 2, it works better if you let people know what kind of conversation you want to have, before you start a conversation that includes challenging questions or intimate inquiries. Question When and where you could ask these questions in your own life? How does this feel to me? Gestalt therapy and general psychotherapy. How could I have done that differently? How could you have done that differently? What kind of explanations do I give myself when bad events happen? How easy would it be for me to view this difficult situation as temporary, specific to one location and partly the result of chance? Seligman found that over-generalizing plays a key role in making people feel depressed. What is the most important thing that I want in this situation? What solutions might bring everyone more of what they want? What is my best alternative to a negotiated agreement? What kind of self-fulfilling prophecy to I want to set in motion in this situation? Conflict resolution, negotiation, management, especially Getting to Yes. A

self-fulfilling prophecy is a stance that generates its own validation. What possibilities would be suggested if I were to look at this situation as if it were an airplaneâ€¦ a carâ€¦ a circusâ€¦ a movieâ€¦ a Broadway musicalâ€¦, etc.? What does this situation remind me of? Creative problem-solving in the arts, architecture, engineering and management. If I do what I am thinking about doing, what kind of person will that help to make me? Social constructionist communication theory. In the social constructionist view of being a person, a sense of self is the overarching story that persons tell to make sense out of their actions and the events of their lives. Each of our actions supports the development of some stories and inhibits the development of others. How did that work and what did that feel like? What were all the details of that moment of success? Reviewing all these moments of success up to now, what kind of future could be possible? These are typical questions from narrative therapy that I have translated into a first person inquiry. The central concern of narrative therapy is that the stories we tell ourselves to make sense of our lives and our life difficulties tend to leave out the kinds of events in our lives that might support a more energizing story. We dwell securely within the garden of the protective myths, values, and paradigms of our society; our questions are about making a living, purchasing the things we have been taught to desire, raising our children, and keeping up with the neighbors. But times of crisis challenge our comfortable assumptions about who we are and force us to ask more radical questions. Since permanent change is here to stay and crises and transitions are an inevitable part of the human condition, a wise person will hone some of the skills necessary for thriving in troubled times. Think of the crises every Adam and Eve must negotiate as composed of three interlocking circles: It follows that the radical questions we most need to ask in times of transition when our world is burning are those addressed to the solitary self, those concerning the intimate relationship between I and thou, and those that have to do with the commonwealth within which we live and move and have our being. Herewith, a selection to get you started. Please send others that trouble, challenge, and inspire you to: Sam Keen, Norrbom Rd. What comes next for me? What is the source and meaning of my restlessness, dissatisfaction, longing, anxiety? What do I really desire? What have I not brought forth that is within me? What have I contributed to life? What are my gifts? What ought I to do? What story, myth, values, authorities, institutions inform my life? What is my ultimate concern? How faithful am I to my best vision of myself? At whose expense has my wealth, security, and happiness been purchased? By whom am I loved? Am I more loved or loving? How intimate are we? How close is close enough? What are we doing together? Do we help each other broaden and deepen the reach of our caring, to become more compassionate? What clandestine emotions fear, anger, resentment, guilt, shame, sorrow, desire for revenge â€” keep us from being authentic with each other? When do our vows and promises become a prison from which I and thou must escape to preserve the integrity of our separate beings? Can we renew our passion and commitment? When is it time to say goodbye? Who is my neighbor? For whom, beyond the circle of my family, do I care? Who are my enemies? To what extremes would I go to defend my country? Can I be just, loving, merciful, and be loyal to my profession, my corporation, my country? If we were to measure our success by Gross National Happiness the national standard of Bhutan how would our economic, political, educational, and religious institutions change? What would have to happen to convince sovereign nations to wage peace rather than expending their wealth and creativity in producing more deadly and genocidal weapons? Timid questions â€” timid trips. Radical questions â€” an expedition to the root of your being. Reflections of the Hostile Imagination. For information about Dr.

3: What are the best open-ended questions to ask in sales?

Understand what an open-ended question is. Before you can start effectively asking open-ended questions, you need to know what that is. An open-ended question is a question that requires a full answer, using the subject's own knowledge or feelings.

Open and Closed Questions A closed question usually receives a single word or very short, factual answer. For example, "Are you thirsty?" Open questions elicit longer answers. They usually begin with what, why, how. An open question asks the respondent for his or her knowledge, opinion or feelings. Here are some examples: "What happened at the meeting?" "Why did he react that way?" "How was the party?" "Tell me what happened next. Describe the circumstances in more detail." Open questions are good for: Developing an open conversation: Funnel Questions This technique involves starting with general questions, and then drilling down to a more specific point in each. Usually, this will involve asking for more and more detail at each level. When using funnel questioning, start with closed questions. As you progress through the tunnel, start using more open questions. Funnel questions are good for: Finding out more detail about a specific point: At other times, you need additional information for clarification, "When do you need this report by, and do you want to see a draft before I give you my final version?" Use questions that include the word "exactly" to probe further: Gaining clarification to ensure that you have the whole story and that you understand it thoroughly. Drawing information out of people who are trying to avoid telling you something. Leading Questions Leading questions try to lead the respondent to your way of thinking. They can do this in several ways: With an assumption "How late do you think that the project will deliver?" For example, "Would you like me to go ahead with Option Two? Strictly speaking, the choice of "neither" is still available when you ask "Which would you prefer?" Note that leading questions tend to be closed. Finding This Article Useful? Leading questions are good for: Use leading questions with care. If you use them in a self-serving way or one that harms the interests of the other person, then they can, quite rightly, be seen as manipulative and dishonest. Rhetorical questions are even more powerful if you use a string of them. Getting people to agree with your point of view. Using Questioning Techniques You have probably used all of these questioning techniques before in your everyday life, at work and at home. But by consciously applying the appropriate kind of questioning, you can gain the information, response or outcome that you want even more effectively. Questions are a powerful way of: If you do this in an affirmative way "Tell me what you like best about working here" you will help to build and maintain an open dialogue. And to make sure that you avoid jumping to conclusions. The Ladder of Inference tool can help you here, too. De-fusing a heated situation: This will not only distract them from their emotions, but will often help you to identify a small practical thing that you can do, which is often enough to make them feel that they have "won" something, and no longer need to be angry. Skillful questioning needs to be matched by careful listening so that you understand what people really mean with their answers. Your body language and tone of voice can also play a part in the answers you get when you ask questions. Subscribe to our free newsletter , or join the Mind Tools Club and really supercharge your career!

4: Closed-ended question - Wikipedia

A good open-ended opening question that lets prospects know you are there for them to listen to their needs rather than immediately throwing the typical sales pitch down on the table right out of the gates.

Get examples of open ended questions for kids with these conversation starters! Perfect for kids to practice creative and critical thinking skills. Most questions I ask my twins are not open-ended: After all, I need to know whether we should have another potty break or which fruit to serve with dinner. But sometimes we get caught up in facts and one-word answers that we forget to ask open-ended questions. Closed ended questions can be answered in one or two words and usually have a right or wrong, either-or answer. In fact, they can have many answers and, more important, spur further conversation. I also love open ended questions because they encourage creative and critical thinking skills. I dive deeper into open ended questions in this article , but today, I want to get into the how. With this list, I share examples of open ended questions for the early years you can use to spark conversations with your child. And I stick to questions that work well with the preschool stage. In other words, these are the questions I ask my own kids with fantastic results. You can ask one per day, or learn to be more aware so you can ask them as you see the opportunities to do so. List of open ended questions for kids What was your favorite part of the day? What makes a nice friend? What magic power do you wish you had? If you could go anywhere, where would you go? What do you think this book is about? What are you thankful for today? What do you like about school? What did you like the most about the weekend? How does it work? How are you planning to do that? What could we have done instead? What else can you use? Why is it important? What does this remind you of? Show me what you can do with it. Tell me what happened. Want to learn more about how to ask open ended questions and talk to your child in an effective way plus other parenting tips you can apply right away? Join my newsletter and download the bonus chapter of Parenting with Purpose at no cost to you: But we need to get in the habit of asking these, and training ourselves to encourage conversations and creative thinking. Hopefully with this list, you now have a few questions to ask. These make for wonderful dinner time discussion or end-of-the-day bedtime rituals. Liked what you read and interested in more? Grab a copy of my ebook, Parenting with Purpose!

5: Open-Ended Questions

Examples of Open-Ended and Closed-Ended Questions By YourDictionary In a conversation, when completing a research survey, being interviewed for a job or working on a homework assignment, you might find yourself presented with a series of closed-ended or open-ended questions.

What is an open-ended question? Asking the right question at the right time will often tell you everything you need to know to close the sale. All it takes is a little Dale Carnegie -style genuine interest and careful listening along with knowing the best types of questions to ask, of course. Fortunately for me, I had a great example to go by when learning the value of open-ended questions. How I learned the value of open-ended questions Like many people, one of my first jobs was at a supermarket. Joey could smooth over any situation and could make friends with anyone, just by talking. The primary method that he used to accomplish this was through asking open-ended questions. So good at this was he that he hardly ever stopped asking questions. Yet it was all effortless and totally unforced. After working for Joey for a while, I came to realize that Joey was employing some very advanced interpersonal skills on a literally constant basis. It was really amazing, now that I look back at it. Joey strove to really know everyone around him. While at first I dismissed this as some residual of having read *How to Win Friends and Influence People*, I eventually came to appreciate the fact that Joey was using open-ended questions in a much more integral way. Joey would talk to everyone. How many people are you cooking for this weekend? If a worker seemed down or sullen in his or her duties, Joey would take the time to find out why. Joey knew people well enough to know that it was often a work-life balance getting out of whack, at the source of low performance. As you can imagine, this knack for listening and understanding inspired considerable loyalty among the ranks. He hardly does anything else, yet he gets more done than anyone I have ever met. While the value of open-ended questions can readily be applied to management in a broad context, open-ended questions can be extremely valuable in any sales situation. These questions are sure to aid in building rapport greeting, qualifying, offering, and closing the sale, regardless of the type of business. Building Rapport What have you been up to? How are you planning to spend your day off? How is the family?

6: Open Ended Questions for Conversations

Open Ended Questions Using open ended questions in conversations will require a response longer than a single word and can easily lead to a more in depth interaction. Below are some examples of open ended questions that you can ask.

Example of an open questions? An open question requires an informative answer ie: An open question will generally refer to what, how, why, where, who, which etc.. Asking an "open question will gain the most information from someone.. How was your day today?. What are the benefits of this program?. How can we provide better service?. What is the weather like?. Examples of a open question? An open question is a question where the person cannot give a complete answer just by saying yes or no. Most question that start with any of the "question" words who, what, when, where, why, how are open questions. Closed questions generally start with a verb do, are, have, etc. Here are some examples of open questions: Where are you going? Why did she do that? What does that mean? What are some open ended questions? Open-ended questions usually begin with who, why, what, when or where. If you were for example doing a project on the solar system then you could have "What is the solar system" or " Who called it the solar system" 1. Were there innocent people jailed at Alcatraz? Can humans create smaller versions of black holes? Examples of open ended questions for children? P-waves are type of elastic wave, also called seismic waves, that can travel through gasses such as sounds , elastic solids and liquids, including the Earth. P-waves can be produced by earthquakes and recorded by seismometers. The name P-wave stands for primary wave, as the P-wave is the fastest among the elastic waves, compared to the S-waves. In isotropic and homogeneous solids, the polarization of a P-wave is always longitudinal; thus, the particles in the solid have vibrations along or parallel to the travel direction of the wave energy. In isotropic and homogeneous solids, the polarization of P-waves is always longitudinal. This means that the particles in the body have vibrations along or parallel to the direction of travel of the wave energy. The amount of advance warning depends on the delay between the arrival of the P-wave and other destructive waves, generally on the order of seconds up to about a minute maximum for deep, distant, large quakes. The effectiveness of advance warning depends on accurate detection of the P-waves and compensation for ground vibrations caused by local activity such as trucks or construction work. In contrast, S-waves do not travel through liquids, rather, they are attenuated. A type of seismic wave, the S-wave, secondary wave, or shear wave sometimes called an elastic S-wave is one of the two main types of elastic body waves, so named because they move through the body of an object, unlike surface waves. The S-wave move as a shear or transverse wave, so motion is perpendicular to the direction of wave propagation: S-waves, like waves in a rope, as opposed to waves moving through a slinky, the P-wave. The wave moves through elastic media, and the main restoring force comes from shear effects. These waves are divergenceless and obey the continuity equation for incompressible media: Its name, S for secondary, comes from the fact that it is the second direct arrival on an earthquake seismogram, after the compressional primary wave, or P-wave. Unlike the P-wave, the S-wave cannot travel through the molten outer core of the Earth, and this causes a shadow zone for S-waves opposite to where they originate. They can still appear in the solid inner core: And when the S-waves hit the boundary again they will in turn create P-waves. In fact, this property allows seismologists to determine the nature of the inner core. As transverse waves, S-waves exhibit properties, such as polarization and birefringence, much like other transverse waves. S-waves polarized in the horizontal plane are classified as SH-waves. If polarized in the vertical plane, they are classified as SV-waves. When an S- or P-wave strikes an interface at an angle other than 90 degrees, a phenomenon known as mode conversion occurs. As described above, if the interface is between a solid and liquid, S becomes P or vice versa. However, even if the interface is between two solid media, mode conversion results. If a P-wave strikes an interface, four propagation modes may result: Similarly, if an SV-wave strikes an interface, the same four modes occur in different proportions. The exact amplitudes of all these waves are described by the Zoeppritz equations, which in turn are solutions to the wave equation. In elastodynamics, Love waves are essentially horizontally polarized shear waves SH waves guided by an elastic layer, which is "welded" to an elastic half space on one side while bordering a vacuum on the other side. In seismology, Love waves also named Q

LIST OF OPEN ENDED QUESTIONS pdf

waves Quer: German for lateral are surface seismic waves that cause horizontal shifting of the earth during an earthquake. They form a distinct class, different from other types of seismic waves, such as P-waves and S-waves both body waves, or Rayleigh waves another type of surface wave. Love waves travel with a slower velocity than P- or S- waves, but faster than Rayleigh waves. The particle motion of a Love wave forms a horizontal circle or ellipse moving in the direction of propagation. Moving deeper into the material, motion decreases to a "node" and then alternately increases and decreases as one examines deeper layers of particles. The amplitude, or maximum particle motion, decreases rapidly as one examines deeper layers of particles. However, given their confinement to the surface, their amplitude decays only as, where r represents the distance the wave has traveled from the earthquake. Surface waves therefore decay more slowly with distance than do body waves, which travel in three dimensions. Large earthquakes may generate Love waves that travel around the Earth several times before dissipating. Love waves take a long time to dissipate due to the huge amount of energy that they contain. For this reason, they are most destructive within the immediate area of the focus or epicentre of an earthquake. They are what most people feel directly during an earthquake. In the past, it was often thought that animals like cats and dogs could predict an earthquake before it happened. However, they are simply more sensitive to ground vibrations than humans and able to detect the subtler waves that precede Love waves, like the P-waves and the S-waves. When answering an open-ended question you have to start by repeating the question. How do you feel right now? What is your favorite ice cream? These questions cannot be answered with either "yes" or "no". Open-ended questions require more than one word to answer. An example of an open-ended question is "What is your favorite memory from childhood?"

7: Open-Ended Questions Get You The Information To Make The Sale – Part 3

Open ended questions are those that don't have one right answer. In fact, they can have many answers and, more important, spur further conversation. In fact, they can have many answers and, more important, spur further conversation.

How did I create this list of book club discussion questions? Most of these are non-specific, designed to work for any book, although, of course, some will work better than others for particular books. Just pick and choose the discussion questions that work best for you and your book group, and get the conversation going! Bring the printable questions along for help. General Book Club Discussion Questions 1. What did you like best about this book? What did you like least about this book? What other books did this remind you of? Which characters in the book did you like best? Which characters did you like least? If you were making a movie of this book, who would you cast? Share a favorite quote from the book. Why did this quote stand out? What other books by this author have you read? How did they compare to this book? Would you read another book by this author? Why or why not? What feelings did this book evoke for you? If too short, what would you add? What songs does this book make you think of? Create a book group playlist together! If you got the chance to ask the author of this book one question, what would it be? Which character in the book would you most like to meet? Which places in the book would you most like to visit? What other title might you choose? How well does it convey what the book is about? If the book has been published with different covers, which one do you like best? What ideas was he or she trying to get across? How original and unique was this book? What artist would you choose to illustrate this book? What kinds of illustrations would you include? Book Club Discussion Questions for Fiction Did this book seem realistic? How well do you think the author built the world in the book? Did the characters seem believable to you? Did they remind you of anyone? If you were to write fanfic about this book, what kind of story would you want to tell? Book Club Questions for Nonfiction What new things did you learn? What questions do you still have? What else have you read on this topic, and would you recommend these books to others? Was it easy to see where the author got his or her information? Were the sources credible? Discussion Questions for Memoir How honest do you think the author was being? What gaps do you wish the author had filled in? Were there points where you thought he shared too much? Think about the other people in the book besides the author. How would you feel to have been depicted in this way? Why do you think the author chose to tell this story? What similarities do these stories share? How do they tie together? Do you think any of the stories could be expanded into a full-length book? Printable Book Club Questions Download all of these in an easy printable here. What other book club discussion questions work for your group? Find all of our book club resources here.

8: The Ultimate List of Open-Ended Questions for Sales People - Blitz Sales Software

Engage in productive sales conversations with this list of 50+ open-ended questions. One-sided conversations rarely result in sales. Therapists, behavioral specialists, and sales managers all agree that open-ended questions are the most effective way to build rapport and to acquire information.

February 01, Categories: One effective way to do this is by asking open-ended questions—those with no single right or wrong answer. Instead of predictable answers, open-ended questions elicit fresh and sometimes even startling insights and ideas, opening minds and enabling teachers and students to build knowledge together. Open-Ended Questions in Action Ms. To spark their curiosity about the story, she asks a series of open-ended questions shown here in italics that draw out their thoughts, knowledge, and feelings. What interesting words do you see? I have a model castle. What clues does this word give you as to what the story might be about? Usually castles have kings and knights. Nunn brings them back to her original question. Fifteen minutes later, the group has discussed context clues, compound words, historical jobs, fairy tales versus historical fiction, gender roles, and more. The students have been prompted to think, share their knowledge, analyze information, and connect ideas. Their interest in the story has grown, and their teacher has learned a great deal about what they know. Much of this richness derived from Ms. The power of open-ended questions comes from the way these questions tap into that natural cycle, inviting children to pursue their own curiosity about how the world works. Open-ended questions show children that their teachers trust them to have good ideas, think for themselves, and contribute in valuable ways. The resulting sense of autonomy, belonging, and competence leads to engagement and deep investment in classroom activities. Tips for Crafting Open-Ended Questions Learning any new language habit takes reflection, time, and much practice. The Power of Our Words: Teacher Language That Helps Children Learn offers comprehensive guidelines on how to frame open-ended questions and make them a regular part of your classroom vocabulary. Children can tell when their teachers are genuinely interested in their ideas. Fortunately, no student really gave such an answer. But the way to prevent such a response would have been first to clarify to myself the boundaries of what I wanted the children to think about, and then articulate these boundaries to the children. Use words that encourage cooperation, not competition. Sometimes an open-ended question leads to competition to see who can give the best answer. Although well-managed competition has a place in certain school arenas, teachers usually use open-ended questions when the goal is for students to collaborate, to learn from and with each other, not to compete. To keep discussions from turning into competitions, phrase your questions carefully. These natural-seeming ways of talking assume some answers will be better than others, which encourages competition. A simple rephrasing helps. I once had a student who loved magenta. Everything she colored, painted, or modeled in clay prominently featured magenta. Why do you say that? Her explanation gave me real insight into her thinking. Many then stop thinking and become less engaged. Or they respond by guessing wildly at the answer the teacher wants. Except for the child who guesses correctly, the children—and their teacher—will likely feel discouraged after such an interaction. Not much will have been learned, or taught. Leading the Way to True Learning Open-ended questions power academic and social learning. An adapted excerpt from the book, The Power of Our Words: Use words, tone, and pacing to build a classroom where students feel safe, respected, appreciated, and excited about learning. Paula Denton started teaching in and became a Responsive Classroom workshop presenter and consultant in

9: 20 Open Ended Questions for Couples - Sleep Consultant | Sleep Training | Good Night Sleep Site

Questions that have more than one right answer, or ones that can be answered in many ways, are called open-ended or divergent questions. This way of asking questions stimulates more language use, acknowledges that there can be many solutions to one problem, affirms children's ideas, and encourages creative thinking.

More money in your pocket In this article, we will take a close look at the open-ended questions. The Open-ended Question If you want to understand the prospects problems or challenges, you need open-ended questions. If you want information about the person you are selling to, you use open-ended questions. If you want your prospect to relax, you use open-ended questions. You want to use open-ended questions when you want them to think about the answer they give. Open-ended question seek out answers that require the prospect to think. You use open-ended question when you want the prospect to give you an unfiltered response. This is not the case when you decide to use an open-ended question. This represented the key information you needed when investigating a story. You are investigating why someone would invest in your product or service. Who, other than yourself, will be involved in making the buying decision? What is the most important benefit you expect to gain from this purchase? Where will you be using this service? When do you need to have delivery? Why are you considering this purchase now? How will the buying decision be made? When searching for information and trying to establish rapport, use Open-Ended-Questions. Here are the three main characteristics of the open ended question: They ask the person to reflect and think. They provide you with their feelings and opinions. They hand control of the conversation to the other person. That last point is important. You hand control over to the other person. If you are going into a close, a decision point, never use an open-ended question. When to Use Open-Ended Questions I think by now you understand that one of the reasons we ask questions is to get information. So when do you ask open-ended questions? The two main phases of the sales process where you will use open-ended questions are in the warm-up and the needs analysis. How do you get them to like you? By letting them talk. The best way to do this is to use open-ended questions. Research has also shown that the more you let someone talk the more they like you. This could be your first visit or your tenth. Talk about what they want to talk about. Your goal is to help them to relaxed and comfortable with you. Look for items in their office that tell you something about them outside the office. As you can see, none of these questions can harm you in the sales process. Each one of them gives the prospect a chance to talk and for you to listen. They relax and you get information that can help you in the sales process. I would suggest that you take some time to develop a list of open-ended questions that you could use in the warm up. This is best done during your pre call planning. Open-Ended Questions to use in the Needs Analysis One of the most important parts of the sales process is the needs analysis. This is the stage of the sales process where you gather the information you will need to develop your solution. You want information that tells you what you need to do to make the sale. Your goal is to understand their buying process, their challenges, and their needs. What they will base the buying decision on. These examples are generic, but they are examples of open-ended questions you could ask to help you uncover needs. Keys to Using Open-ended Questions Use open-ended questions when you want the prospect to think before they answer. Never use open-ended questions when you need to maintain control. Never use open-ended questions in the close. Now you should understand what open-ended questions are and when they can be used. Take some time to write out ten open ended questions. Write out five that you could use in the warm up. Then write out five you could use in the needs analysis. Open-ended questions can contribute greatly to your sales success, so learn how to make the most of them. In the next article we will talk about the first of the close-ended question, the tie down. Rudi Lueg Looking for the fundamentals to b2b sales and marketing? This guy has helped me going from zero knowledge to practically a pro in just a few sittings. This is good mentorship material, as well, so it goes a long way.

LIST OF OPEN ENDED QUESTIONS pdf

What are advisory committees? The real exorcists If you cross over the sea: program leadership for intercultural development Happiness, welfare and capabilities Carl-Henric Grenholm The discovery process in family law Old Clifton/Morenci Fruit culture in the province of Quebec Marketing the Unknown Four parts religion, six parts sin Academic Preparation in Social Studies Neet all india merit list 2017 Quality system development handbook with ISO 9002 Old friends and new. Pricing methods and practices in international marketing Companion guide to Madrid and Central Spain Essential nutrients and functions Maine j courtney sullivan Pre-Calculus Workbook For Dummies Oats and wild apples The confessions of a caricaturist Developing sensitivity The Junior Classics, Volume 4 Brief history of printing Gardners art through the ages volume 1 14th edition Fetal Electrocardiography (Series in Cardiopulmonary Medicine) Transactional Six Sigma for Green Belts One Voice or Many? Afro-Arab Islamic Africa 107 PDR for nutritional supplements Alyson noel blue moon The experience of place Conversations with Lukcs My Life as a Smashed Burrito With Extra Hot Sauce (The Incredible Worlds of Wally McDoogle #1) Trucks in 1,000 photos Kinematic geometry of mechanisms Angling in Great Britain Psychological needs and performance achievement interests of high school and college women athletes as pe The Teachers Outline Study Bible Ave maris stella chant parts Bibliography of comparative literature