

Courageous questions

Good questions that challenge the speaker, are the ones where you don't know the answer.

Well-crafted questions have wording that helps you to focus on something that matters, they invite careful thought, and they give people room to respond creatively.

Open-ended questions also elicit answers from the neocortex which is where creativity is housed. They invite the person being questioned to share how they feel about something, as well as share their motivations and reasons for thinking and acting the way that they do.

When using an open-ended question to challenge the status quo, make sure to use language that is inclusive and not accusatory or negative.



**VOICE
OPINIONS
FEARLESSLY**



Courageous questions

Have you considered...?"

"Mind if I offer a totally different idea?"

"This may not work, or it might be off the wall, but what about...?"

Most Powerful



WHAT?
WHY?
HOW?

WHO?
WHEN?
WHERE?
WHICH?

**ANY QUESTION THAT
CAN ANSEWERED
"YES"/"NO"**

Less Powerful

