

# KICK SOME ASK!™

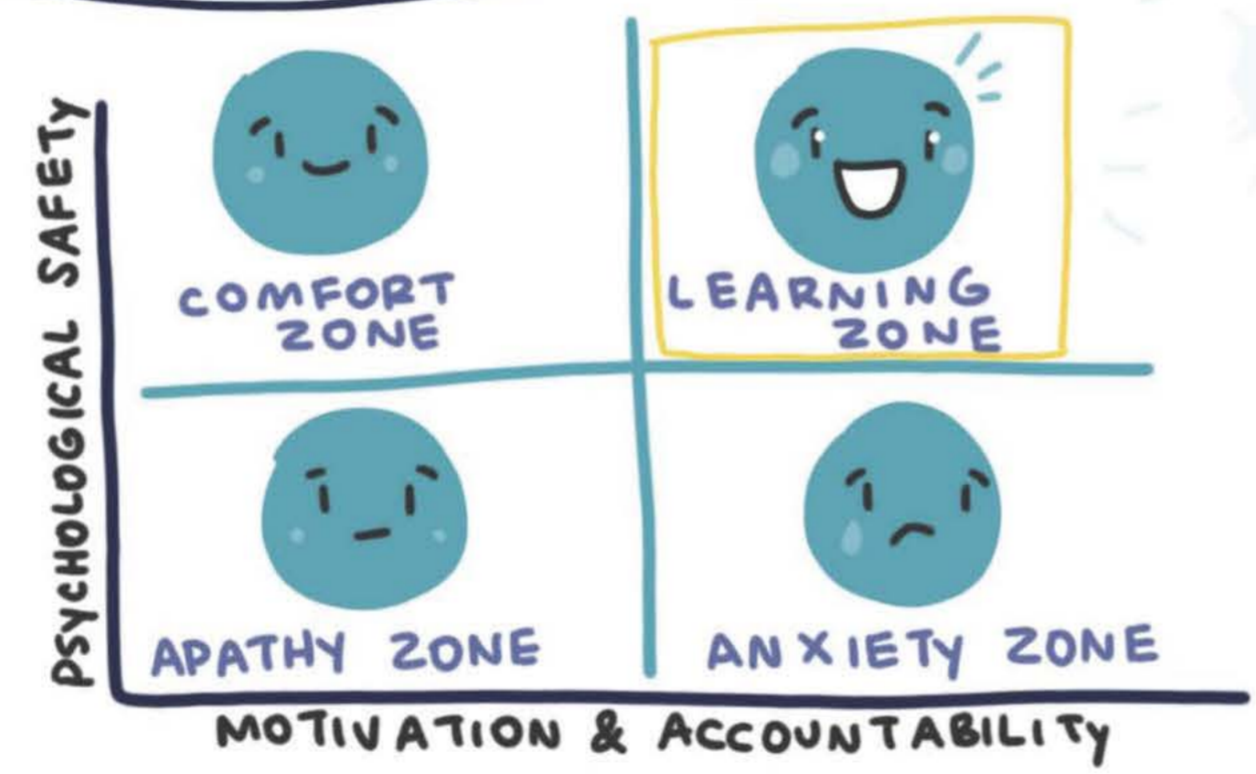


AMY LENEKER

## ASKING GOOD QUESTIONS

BUILDS TRUST  
DRIVES CONNECTION

WE NEED TO HAVE  
PSYCHOLOGICAL SAFETY



MOST OF US DON'T ASK ENOUGH QUESTIONS, & WHEN WE DO, WE CAN ASK PRETTY CRAPPY ONES

- LEADING
- ASSUMPTIVE
- DOUBLE-BARRELED
- CONFUSING
- BINARY

ALL THE ANSWERS ARE THERE. WE JUST NEED TO ASK THE RIGHT QUESTIONS  
- OSCAR WILDE

WE DON'T WANT TO LOOK IGNORANT INCOMPETENT INTRUSIVE NEGATIVE  
IMPRESSION MANAGEMENT

INFORMATION EXCHANGE  
LEARNING

GENUINE  
CURIOSITY

RUMBLE LANGUAGE

WHO'S FAULT IS THIS...?  
ACCOUNTABILITY

WHY

MIGHT WE HOLD BACK FROM ASKING A QUESTION AT WORK?

HOW DOES  
STRESS

IMPACT US ON OUR LISTENING...

FLUENCY EASY PLEASE

AMOUNT HOW MUCH!

COHERENCE CONNECT TO WHAT WE KNOW

TIME ...TO PROCESS

MODEL

WHAT IS THE INTENT

FOLLOW UP AND CLOSE THE LOOP

QUANTITY AND QUALITY

EMOTIONAL INTELLIGENCE

THE QUESTIONS WE ASK OURSELVES!

ASK HOW DO YOU WANT TO ENGAGE  
GIVE AUTONOMY

SILENCE IS OK AY... TAKE PAUSES ESPECIALLY VIRTUALLY

UH-OH...  
BLAME  
QUESTIONS NO! NO! NO!

DAMN YOU STEVE

WHAT WOULD HAPPEN IF WE ENDED FEWER SENTENCES WITH PERIODS AND MORE WITH QUESTION MARKS?

