



The art of questioning

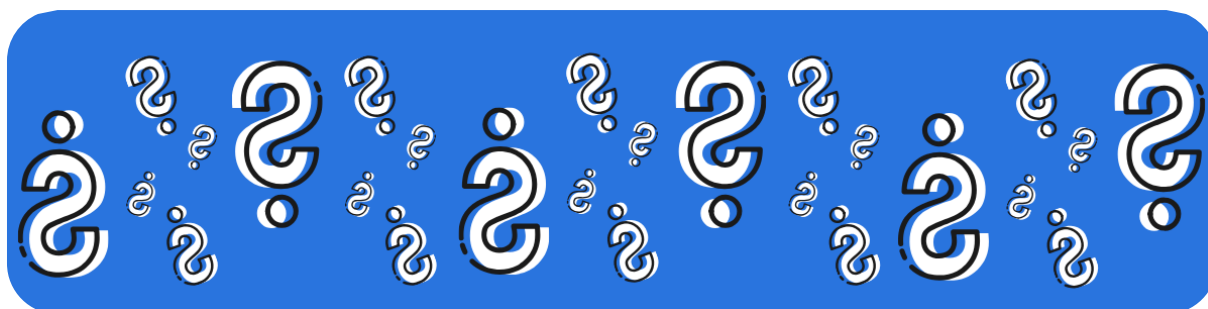
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THE ART OF QUESTIONING

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The school taught us to ask grammatically correct questions using a question word, a subject, a verb & a complement. It also taught us to recognize the types of questions (open or closed) & the register used (colloquial, everyday, formal language). Nevertheless, it never gave us the right solutions to ask more creative questions, thus enriching the answers obtained.

Thus, in spite of our language richness, we only use a tiny part of the possibilities that a good questioning practice could offer us. The result? Always asking the same questions brings us to always getting the same answers! Therefore, the "academic" questioning has consequences on our ability to: communicate with others efficiently, solve problems, boost our creativity, innovate, develop thinking & intelligence, etc. In short, as the following table shows us, the art of questioning would allow us to solve some of the major problems of our century that are regularly cited as requiring improvement.





Techniques / tools Problem areas	ART of QUESTIONING	Tony Buzan Group		
		SPEED READING	MINDMAPPING	MEMORY TECHNIQUES
Problem analysis & problem-solving	1			
Assimilation of information				
Oral & written communication skills	2			
Reading comprehension	3			
Concentration	4			
Creative thinking	1			
Mental ability declining with age				
Thinking & intelligence developments	1			
Handling the information explosion				
Memory				
Motivation	5			
Planning & prioritizing	6			
Note-taking				
Reading speed				

Table 1 - Top problem areas commonly mentioned as requiring improvement & tools addressing them

¹ From new questions emerge new answers. These new questions therefore promote: creativity & innovation (and problem solving through new solutions) as well as reflection, thinking & intelligence.

² Adapting questions (substance & form) to the targeted audience so it encourages exchanges.

³ Since we were young, comprehension tests have been based on questionnaires. Indeed, during a reading, asking the right questions helps us finding the relevant information, thus facilitating the comprehension of the text.

⁴ By asking more complex or complete questions, our brain focuses on a specific objective: providing the best answer by searching in its database for associated information. Concentration is this ability to focus its attention on the same object.

⁵ Changing the question at your convenience makes it more personal. This personalization of the question transforms a "trivial" question into a "personal quest" making it more attractive & therefore motivating.

⁶ By asking a question through the organizational prism, the result will allow me to better plan & prioritize the tasks listed. For example:

-	Questioning expertise	+
« What do I have to do today? »		« What are my 3 priorities for the day that will have a positive impact on the current week? »



Initially developed by Frédéric FALISSE, the art of questioning is the learning of questioning, a powerful tool that activates the thinking and reflection of the individual who practices it. In any dialogue, there are two postures:

- ▶ The first: the "simple" expression allowing to manifest / exchange / share one's thought, feeling, perception or understanding of a subject;
- ▶ The second is to question this expression: it is no longer a question of "making something known through language"⁷ but questioning it, in order to enrich this expression.

However, to be able to enrich this new expression, it is essential to ask questions in a more qualitative way in order to have an answer that is worthy of the question asked. A great man once said:

« If I had an hour to solve a problem I'd spend 55 minutes questioning it and five minutes thinking about solutions. »

Albert EINSTEIN

Albert EINSTEIN had already understood that a question of quality will determine the quality of your thinking and the result. Asking the right question at the right time triggers relevant, creative, adequate answers...

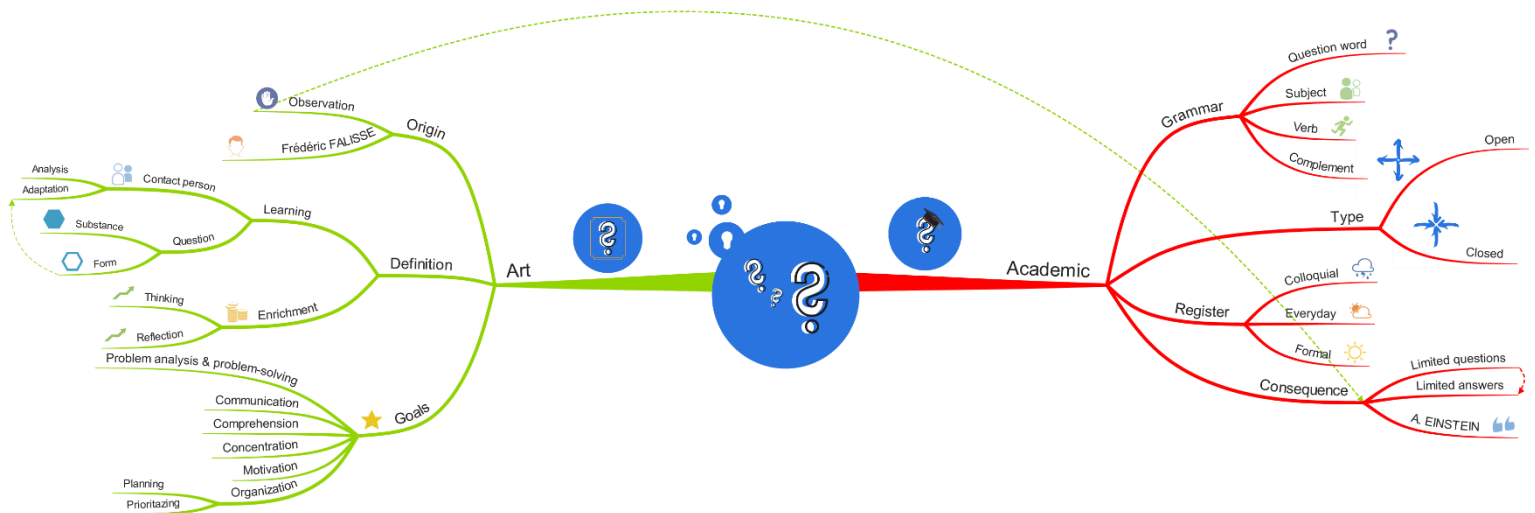
-	Questioning expertise	+
How could I sell my house?	Who are the only people who will be able to love and buy my house for sure?	What features should I highlight on the visit days to reinforce the feeling of pleasure in order to sell my home?

Table 2 - Example: House selling

The art of questioning is a methodology based both on the analysis of the interlocutor's expression in order to adopt a common posture during a dialogue, but also on the construction and enrichment of questions. Combined, these methods allow you to develop the potential of your exchanges and your reflection.

⁷ LAROUSSE. Definition translation of « exprimer ». [Online] Available at: <https://www.larousse.fr/dictionnaires/francais/exprimer/32335?q=exprimer#32256>. Accessed in mars 2020.

The art of questioning is the ability to ask the right question at the right time to the right person⁸. Its objective? Just like the techniques developed by Tony Buzan Group, the aim of the tool is to unlock your thinking potential to make it unlimited, thus promoting: thinking, intelligence, creativity,...



Scheme 1 – Art of questioning mindmap

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Decondition yourself & widen your scope of possibilities!

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⁸ The way in which the question is asked may change depending on the contact person.