

of Power / Questions

Welcome!

Architecture

The Art of Asking Powerful Questions

Scope

Kees Wiebering
&

Peggy Terletzki

- BCD 2014 -

Powerful Questions

stimulates reflection

addresses assumptions

creates new directions

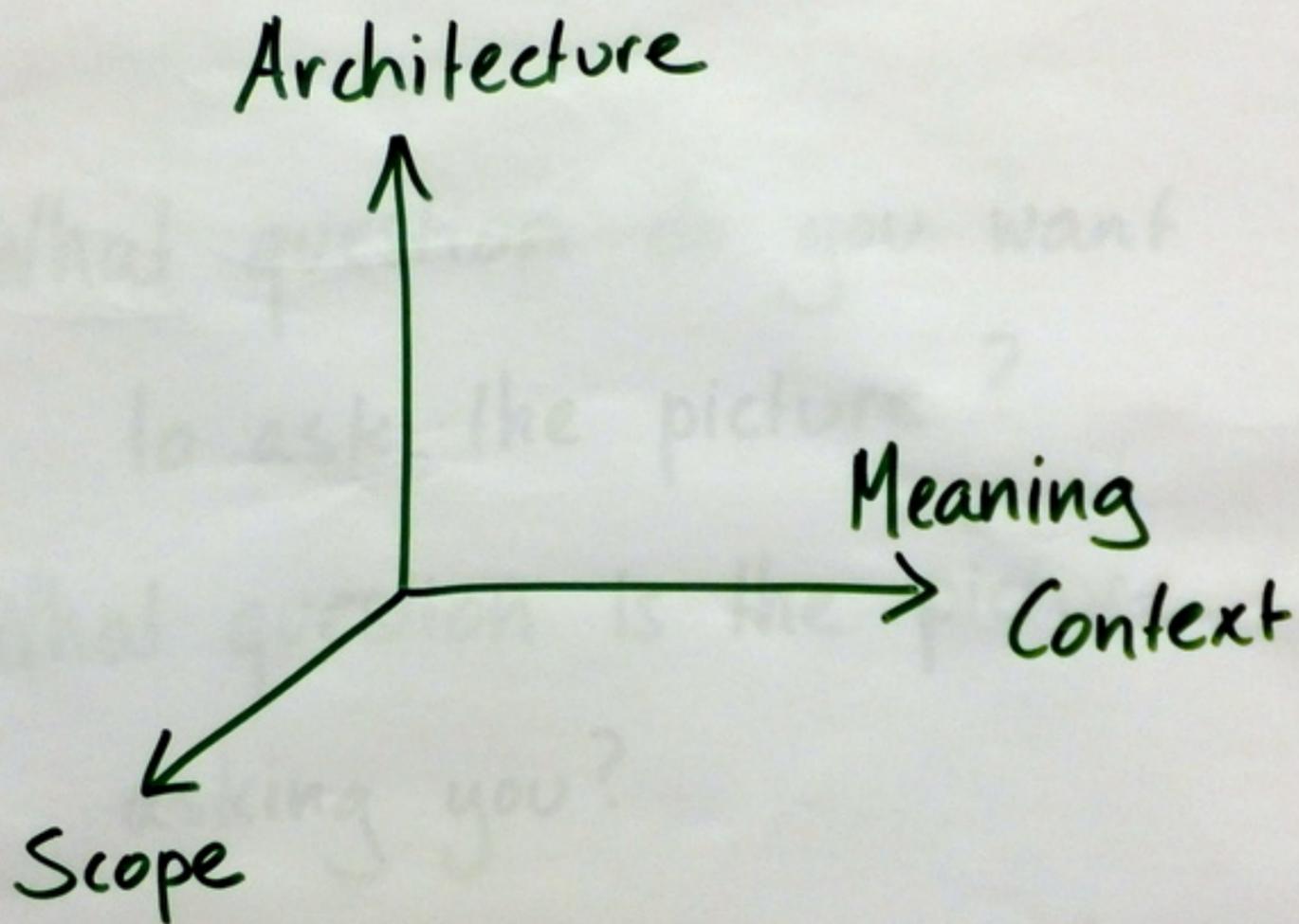
explores new perspectives

touches deeper meaning

generates more questions

Three dimensions of Powerful Questions

Take one of the images



source: Eric Vogt

Transfer-In

Linguistic Construction

Take one of the images

* What question do you want to ask the picture?

* What question is the picture asking you?

* What does the picture tell you about making your question stronger?

Architecture

Linguistic Construction

What question words do you use on a regular basis?

How would you scale them regarding their power?

Linguistic Construction

Exercise

* Make the question more powerful

* Write your ideas and solutions on a flipchart: start with the most powerful one at the top and end at the bottom with the least powerful one.

Linguistic Construction

The impact of Verbs

would ↔ want/could

could ↔ can/should

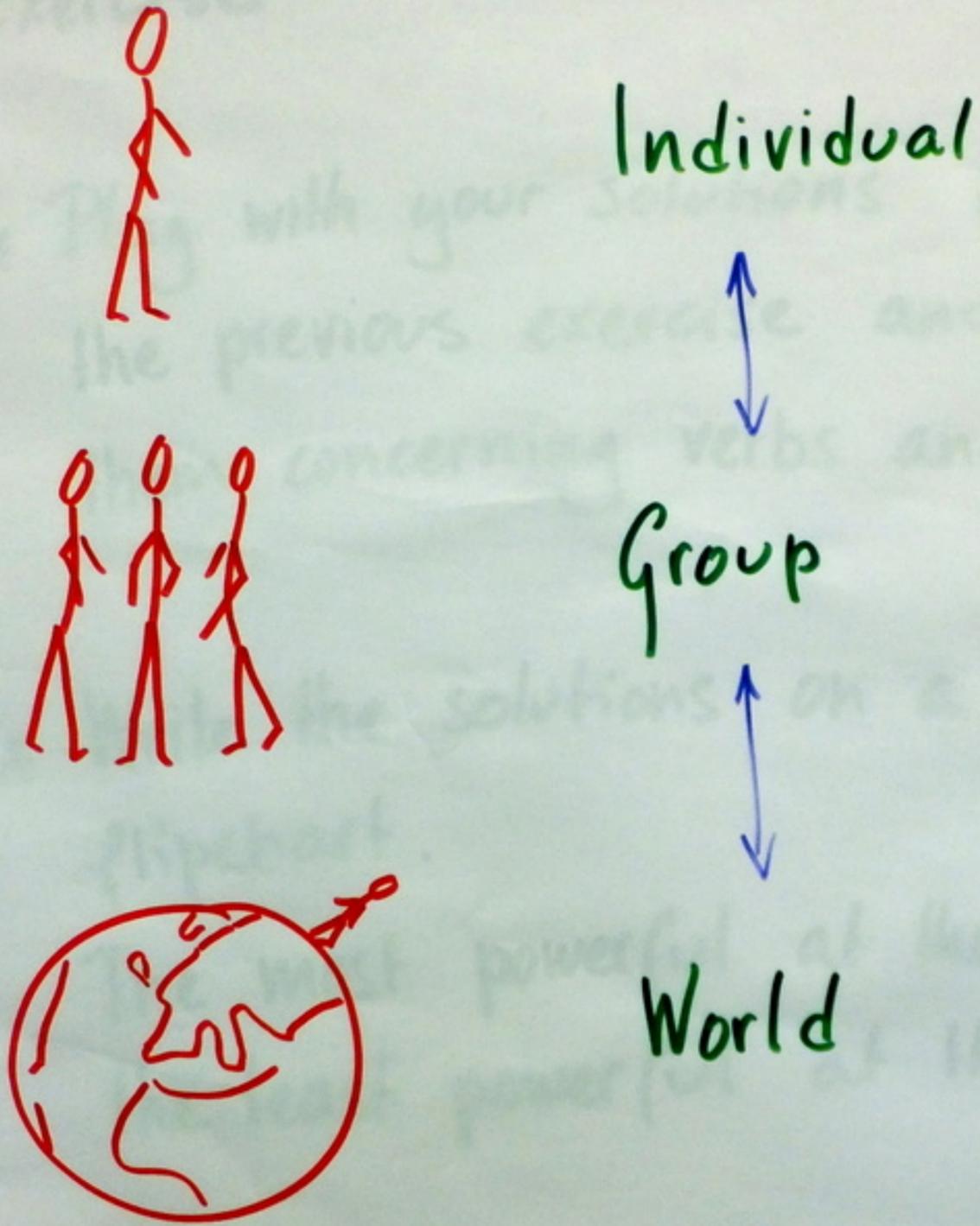
should ↔ must/could be

must ↔ could/would

....

Scope

Exercise



long-term

↔ short-term

Architecture & Scope

Exercise

* Play with your solutions from the previous exercise and improve them concerning verbs and scope

* Write the solutions on a new flipchart.

The most powerful at the top,
the least powerful at the bottom

Assumptions

Context

Destroy

Alter

Reinforce

Create



Assumptions - Meaning - Context

Exercise

Linguistic Construction

Discuss in your group:

- * What assumptions are implicit in your question?
- * How does the question interact with the listeners assumptions?
- * Reformulate and improve on your question!

Scope

Closing Construction

The important Linguistic Construction

