

Productive Questions

The ability to ask questions based on the speaker's:

- **Free information** (Unsolicited Ideas/Feelings)
- **Deleted information** (Incomplete Thoughts)
- **Responses to questions you had previously asked.**

Positive Uses

Perpetuate Conversation

Prompt Speaker's Story

Productive Facilitating

Gathering Data

Free Information

Deleted Information

Verbal Distortion

Negative Uses

Changing the Subject

Break the Flow

Probing too Quickly

Too Intimate

Asking "why" Questions

"Yes" or "No" Answer Questions

Interrogation

Loaded Questions