



The Art of Asking Questions

Dr. Tony Alessandra

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The world is full of questions – good questions, silly questions, important questions, offensive questions. Questions can build rapport and trust or foster suspicion and dislike. Questions can open up a conversation or slam it closed. Questions can generate information or send the conversation shooting off on a tangent. Questions are the heart of communication. They pump fresh life into conversations.

This report will help you understand how to use questions to improve your communication, what types of questions to use and when to use them, and the strategies and techniques of artful questioning. Being able to ask the right question at the right time is a critical piece of the communication process.

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