

Creating Dialogue Through Meaningful Questions



List some questions that you might use to engage a support group:

Before we talk about questions...Let's understand an individual's intent of his/her comments or actions. There are **three** levels of interest:

1. **Negative:** Disinterest, skepticism and/or resistance
2. **Non-Committal:** Impartial attitude toward your idea/suggestion
3. **Positive:** Supportive, encouraging or optimistic

In the spaces below, please categorize these responses as **Negative, Non-Committal or Positive:**

- _____ That sounds good, send me that doctor's name and I'll look into it
- _____ Yeah, I guess eating right during my treatment is important.
- _____ My current insurance may not allow for additional screenings.
- _____ Thanks for the background on the Us Too seminar, maybe I will attend.
- _____ Perhaps it does make sense to learn more about sexual health.

Questions will evoke either...

- _____
- _____

Two Types of Questions

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Retooling your ???'s

Asking the Right Question at the Right Time...

Step 1:

Step 2:

SURFACE

TRUTH