



How to Use Questioning Techniques

Description

Questions set thought processes in motion. Nothing is more convincing than the answers we give ourselves. With the help of this training course, the participants will learn the fundamental difference between open and closed questions, and how to apply questioning techniques correctly.

Target Audience

Management staff at all levels

Learning Objectives

- Being able to guide discussions with the right questions
- Knowing and mastering the various questioning techniques
- Achieving results by asking the right questions, even in unclear discussion situations
- Applying the rules for formulating and asking questions