



## **The Power of Inquiry**

### **Understanding the Specifics**

Can you clarify that?  
Can you give me an example of what you mean?  
What specifically do you mean?  
Do you have any questions about what I said?  
What specific results are you looking for?  
What do you plan to do with the information/project/report?  
What is the goal of this project?

### **Understanding Others**

How do you feel about that?  
How strongly do you feel about that?  
What do you think about it?  
What is most important to you?  
What are your priorities?  
If I were in your shoes, how would I be feeling?  
If you were in my shoes, what would you do?

### **Understanding Yourself**

How do I feel about the situation?  
What are my thoughts about that?  
What is my purpose?  
What assumptions am I making?  
What am I really trying to say with this message?  
How can I be clear about how I feel?

### **Receiving Feedback**

Did I understand that correctly...?  
Did I answer your question?  
How am I doing?  
Have I met your expectations?  
What could I have done differently?  
Where can I go for additional resources?  
Can you give me an example of that?  
Can we set up regular meeting times for feedback?

### **Giving Feedback**

What type of feedback would be most helpful to you?  
Do you want me to just listen?  
Do you want me to give you advice?  
Can we set up some time for me to give you feedback on how I thought the project went?

Adapted from Cohen-Bradford Influencing Model