

Questioning and Listening Workbook 1

Activate your true potential today!



Freedom Learning - for everyone for life!

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Key Points

- **Questioning & Listening** are the foundation of all strong communication, sales, leadership, negotiation, and problem-solving skills.
- **Natural Curiosity** fuels learning: as children, we ask dozens of “what”, “why”, and “how” questions to understand the world.
- **Adult Decline:** Over time, many of us lose our inquisitive edge, accept surface answers, and miss deeper insights.
- **Impact:** Asking the right questions builds rapport, uncovers needs, and transfers valuable knowledge.

Exercises

1. **Recall a recent conversation** (at work or home).
2. **Estimate** how many questions you asked.
3. **Rate** on a scale of 1–5 how curious you felt (1 = not curious, 5 = extremely curious).
4. **Answer:**

- How many questions did you ask?

- What types of questions were they (e.g., closed “yes/no” vs. open “what/why”)?

- How might deeper questioning have changed the outcome?

Just like Jack's daughters, commit to asking at least 5 genuine “what/why/how” questions in your next conversation:

List below the changes that you noticed by asking more questions and listening

Activities

Over the next two days, record notes below on one key interaction and track:

- Total questions asked

- % that were open-ended

(e.g. “What...?”, “Why...?”, “How...?”)

- **Moments of true insight**—when a question led to new understanding

Review your notes:

- Which questions sparked the richest responses?

- How did your listening behavior change when you asked deeper questions?

Reflections

1. **Barriers:** What stops you from asking more—and better—questions (e.g., time pressure, fear of judgment)?

2. **Listening Link:** How well do you listen when others ask you questions? Do you find yourself planning your reply instead of fully hearing them?

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3. **Things to change:** List three things below that you think will help you to question and listen better when you are in a conversation?

Action Plan

1. **Daily Question Goal:** Aim to ask at least 3 open-ended questions in every meeting or conversation. List 3 questions that you can use:

2. **Question Bank:** Write down 10 go-to open-ers (e.g., "Can you tell me more about...?", "What led you to...?", "How do you feel when...?") and keep them visible.

Final Summary

Curiosity is not just a childhood trait, but the engine of lifelong learning. By reviving your natural habit of asking thoughtful “what/why/how” questions—and by pairing it with genuine listening—you open doors to deeper understanding, stronger relationships, and more effective communication. Start today: reclaim your inquisitiveness and watch your conversations—and results—transform.

Good luck, and keep practicing !

Inspiring Quote “The important thing is not to stop questioning. Curiosity has its own reason for existing.” — Albert Einstein