

## Listen to Understand:

### 20 Follow-up Questions to Boost Your Listening IQ

Begin by asking broad, open-ended questions that are focused on strategy, rather than details and execution. This allows the speaker to direct the conversation. For example, you might ask:

1. "Help me understand..."
  2. "How do you envision...?"
  3. "What's the outcome you seek?"
  4. "What's your main concern?"
  5. "What other strategic alternatives did you consider?"
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Then, you can focus the conversation and get more specific.

1. "Tell me more about...?"
2. "How would this work?"
3. "How did you come to this conclusion?"
4. "What's your reasoning?"
5. Help me with your reaction to what I just said.
6. Give me some feedback on the choices I just presented.
7. What are your thoughts?
8. Would you tell me more about \_\_\_?
9. Can you help me understand that a little better?
10. How does that process work now?
11. How do you see this happening?
12. What kind of challenges are you facing?
13. What's the most important priority to you with this? Why?
14. What other issues are important to you?
15. What is it that you'd like to see accomplished?