

Standards Unit

IMPROVING DIFFERENTIATION IN BUSINESS EDUCATION

TOPIC 2: QUESTIONING TECHNIQUES

PARTICIPANTS' BRIEFING SHEET

Activity 1: Open and closed questions (20 mins)

Objectives

- To introduce questioning techniques.
- To consider individuals' responses to two types of questioning technique.

Stage 1 Closed questions (in pairs) (2 mins)

Find a partner. If possible, choose a person you are not very familiar with.

Choose whether you're to be the person to be questioned or the questioner. (You will swap roles for the next stage.) The person to be questioned should select one of the topics below but keep it to himself or herself. Their partner will then attempt to find out what it is and why it's important.

- An unusual hobby.
- A particular achievement.
- An important day in their life which was out of the norm.
- A very special holiday.

The questioner can then ask only closed questions to which the person being questioned is allowed to answer only 'yes' or 'no'. The questioner should first try and discover the topic area and then the specific issue.

For example, *To discover the topic, use closed questions to work your way through the list.*

'Have you chosen an unusual hobby?'

'Is your topic related to a particular achievement?'

Stage 2 Open questions (in pairs) (1 min)

Keeping with the same partners, now change roles. The new questioner can now ask 'open' style questions.