

# Standards Unit

## IMPROVING DIFFERENTIATION IN BUSINESS EDUCATION

### TOPIC 2: QUESTIONING TECHNIQUES

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#### Topic overview

Topic 2 builds on the introductory topic 'What is differentiation?' by taking one teaching and learning strategy (questioning) and exploring how this can be used to take account of individual learners' needs and to enhance learning. (We also explore questioning techniques as a means of checking learning in Topic 4.)

The subject is divided into three parts, each of which contains an activity. These divisions are shown below, with approximate timings for each activity. These parts are designed to make up a coherent training programme which could be delivered as a half-day or one-day programme, or split into a series of shorter sessions.

#### Activity 1: Open and closed questions (20 mins)

This acts as a 'warm-up' exercise to give participants an opportunity to experience open and closed questions and the different responses these usually get.

#### Activity 2: Which questioning techniques? (1 hr, 30 mins)

Participants explore a range of question types and questioning techniques and consider how these can be used to check and develop the learning of all learners effectively.

#### Activity 3: Applying questioning techniques - role play (1 hr, 20 mins)

Participants practise their skills and apply appropriate questioning techniques in teaching situations.

Each activity has facilitator guidance and participants' briefing sheets, also available on the 'CPD resource' and 'Supporting materials' CD-ROMs. The facilitator guidance includes details of resources you'll need and suggests PowerPoint slides to use. It also offers suggestions about how you might use and follow up the activity.