

Creating a Questioning Culture

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Words to remember: **Students are the experts of their own experience.**



“Failure is data.”

Learning to ask effective questions allows advisors to adopt the posture of a facilitator, encouraging students to use their own expertise to solve a problem together. Think of a time when asking more or better questions could have made your advising more effective, and write about it below.

What are some words that describe the role of an advisor in a student’s life?

CONTENT-NEUTRAL FACILITATOR: A third party who can help a student see ALL sides of an issue, without pushing them towards one desired outcome over another.



Words to remember: “I am coming alongside you to help **you** discover the answer.”



Ineffective Questions	Effective Questions
Closed: Yes or No Answer	Open-Ended: “What...” “Why...”
Rhetorical: “Why can’t you...”	Good-Faith: “Can you help me understand...”
Rambling Questions	Confident Silence
Leading or Solution-Oriented Questions: “Can you...” “Should you...”	Open-Ended: “What...” “Why...”

Could Do > Want To > Will Do		
Explore Possibilities	Choose a Solution	Commit to a Step
“What could you do?”	“What do you want to pursue?”	“What will you specifically do, by when?”

Source: Stoltzfus, 2008, p.44

My Toolbox of Questions		
“And what else?”	“What if...”	“Can you tell me more about...”
“What do you think?”	“What I’m hearing is...”	“How can I support you right now?”

References

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