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information and more information about more general topics. Decreasing detail is similar to inductive reasoning, where thinking goes from specific to more general. Use broadening questions Funnel Questioning - Changing minds One of the most effective questioning techniques is called the "funnel" approach. Picture what a funnel looks like--wide at the top and narrow at the bottom. The idea is to ask broad, very general questions at the beginning and continue to narrow the focus of your questions with greater specificity. "Funnel" Your Questions for Positive Results A way of ordering questions in a questionnaire so that general questions are asked before specific questions. This ordering avoids the responses to specific questions biasing the answers to general questions. Funnel Approach | Insights Association "Who questions much, shall learn much, and retain much" FRANCIS BACON. Funnelling is a 3 stage process: Open. Ask an open question. These can start with the 5 W's and the H (What; Why; When; Who; Where; How) or using T.E.D. (Tell; Explain; Describe). For example: - Tell us how you produced that report Funnelling Technique in Interviewing | TrainingZone The funnelling technique is a communication process to help ensure: - the right type of questions are asked. - detailed responses are given. - accurate notes of the responses are captured. "Who questions much, shall learn much, and retain much". FRANCIS BACON. Funnelling Technique in Interviewing | HRZone The most typical and effective approach in constructing an interview or discussion guide is to begin broadly and progressively narrow the topic area to the subject matter of greatest importance to the research objectives, i.e., a "funnel" approach. The funnel consists of four basic stages. Stage 1: Introductions Interview Guide Development: A 4-Stage Funnel Approach ... As for type of questions, at Richardson Sales Performance we often refer to the concept of a questioning funnel. At the top are big, overarching questions — such as the client's goals and objectives — moving down to more granular questions about implementation and decision criteria. The Strategy of Questioning Skills - Richardson Blog Questioning Techniques Open and Closed Questions. A closed question usually receives a single word or very short, factual answer. ... The... Funnel Questions. This technique involves starting with general questions, and then drilling down to a more specific... Probing Questions. Asking probing ... Questioning Techniques - Communication Skills From ... Questioning Techniques 1. Open and Closed Questions. An open question is a question that starts with "how", "what", "when", "where", "who" or... 2. Funnel Questions. Funnel questions derive from something called "The Funnel Effect". The Funnel Effect works in three... 3. TED Questions - (Tell, ... 10 Effective Questioning and Probing Techniques for ... The Funnel Questioning Technique starts with generalized questions related to the business problem the training is supposed to address, and then gradually narrows down to specific details. Here's how it works. Begin by asking your sponsor a broad question that relates to their training needs. KLA Group Sales Article: Use the Funnel Questioning ... In law school, they teach the students how to utilize a questioning technique referred to as the "funnel" approach. What's the Funnel Effect - Mark Hofmaier This strategy involves asking a series of questions, starting from the general to more specific questions. Funnel questions are effective when trying to get details about a situation. For example, you could ask a customer the following questions when evaluating the quality of your customer care: Top 5 Effective Questioning Techniques The Funnel Questioning Techniques 1. Wide

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The Funnel Questioning Technique starts with generalized questions related to the business problem the training is supposed to address, and then gradually narrows down to specific details. Here's how it works. Begin by asking your sponsor a broad question that relates to their training needs.

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A way of ordering questions in a questionnaire so that general questions are asked before specific questions. This ordering avoids the responses to specific questions biasing the answers to general questions.

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One effective approach involves thinking of the questioning process as a funnel, similar to a funnel used to pour a liquid.⁷ In its design, a funnel is broad near the top and gradually narrows until it culminates in a very small opening at the bottom. Using this analogy and employing the categorization of questions as either closed or open-ended,

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This strategy involves asking a series of questions, starting from the general to more specific questions. Funnel questions are effective when trying to get details about a situation. For example, you could ask a customer the following questions when evaluating the quality of your customer care:

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