

# THE ART OF ASKING QUESTIONS

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*IT'S NOT ALWAYS ABOUT THE QUESTION*



BY

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# BELIEVE IT OR NOT, THERE *IS* AN ART TO ASKING QUESTIONS

In the training video I touched on a number of key elements of communication. Specifically, the art of asking questions.

The art of asking questions is generally so much more about the process than what you realize for the simple reason that...

*not every question is meant for you to answer.*

I also mention communication involves *verbal, nonverbal, underlying context, perception and response.*

What if, you assume communication is black and white, speak your mind, easy peasy? Honestly, there are more risks than you think; For context, a few considerations:

- 70% of project fail due to poor communication
- Every day marriages are dissolved because of lack of communication
- Promotions, costing you tens of thousands of dollars a year, are lost due to ineffective communication
- Car accidents occur due to poor communication
- Friendship ending arguments happen due to miscommunication

Allowing yourself some space to learn more and mitigate risk; keep these three mindset tools top of mind:

1. Reserve judgment
2. Be curious
3. Assume there is a process

**And when you're ready, continue reading for a FIVE additional probing open ended questions!!!**

## **1. What are the top 3... (positive moments, memories, in your adult life, your career, your relationship, etc.)?**

*When you ask someone to identify positive thoughts, memories, results, etc., you gain insight as to what they deem success. It's a great baseline and provides information for the future.*

## **2. How would you describe your current (financial situation, school, life, career, etc.) situation? What impact is this having on your life?**

*What you understand the situation to be and how someone describes it are often different. Allow them to share thoughts in their own words. You will be surprised at what you learn!*

## **3. What are three things you are most passionate about in your... (life, career, business, family, friendships, etc.)?**

This is a simple process to identify personal or business mission, core values, motivators, areas of passion and purpose. This information is a great way to build rapport with new relationships and old.

## **4. What is motivating you to...(make a change)? What keeps you motivated?**

*Motivation can come internally (fear of failure or loss of everything) or externally (family pressure to get organized). Motivation can be simple or deep and complex. Understanding which one AND how they stay motivated will help you understand mindset.*

## **5. On a scale of 1 to 10, how committed are you... (to making change, getting to the root cause of the problem, adjusting your approach to meet your future goals, etc)? Assume the answer to their commitment is less than 10; follow-up with... 'What would get you to '10?'**

*You are identifying their perception of current state and actual commitment to a goal.*

*Typically the gap between commitment and doing any work, is fear; fear of success, or failure, the unknown. It is possible the commitment to change is not a priority.*

And that's it! Or, maybe not.

Ok, just a few more nuggets for you!

Remember, when you *hear* over *listen*; you are in the active process of communicating. That process is ongoing and never ending. Stick with it; learn from it, embrace it and now it will never be perfect!

Hearing is understanding true intent by validating what you've heard. and not solving a problem before it is a known problem

## ***TRULY LAST, BUT NOT LEAST...***

### **To help you live in the process of communication...**

Chose ONE thing that resonated with you and practice over and over again until it becomes second nature. Then go to the next, and so on.

**You got this!!!**



**THE SINGLE BIGGEST  
PROBLEM IN  
COMMUNICATION IS  
THE ILLUSION IT'S  
TAKEN PLACE**

GEORGE BERNARD SHAW

Stacy works with passionate leaders and humans who:

- struggle communicating with their team in a way where they feel heard, trusted and respected
- want to ask the right questions AND get the answers they need to make decisions
- desire a unified culture with less drama, more fun and success
- want to improve their overall communication style from rough around the edges to compassionate and assertive

If this is you, let's talk! Schedule a no-pressure consult today.

**<https://stacyidema.as.me/individualconsult>**

Stacy is a communication coach helping leaders, executives, entrepreneurs, and business owners, change the way they communicate impacting culture and team dynamics; creating a (professional and personal) world where they feel heard, understood and respected.

Growing up in small-town Minnesota as the daughter of a small business owner and now transitioned from a 26-year corporate career, she has seen the impact running business can have for those who are at the top. It's a lonely, people pleasing business; but it doesn't have to be IF you want something different!

When she's not serving her clients, writing or podcasting, she enjoys traveling, a cup of a beautiful dark roast coffee, bold wines, and great food. You will also find her entertaining friends with her fierce cooking and baking skills, taking in a Pilates class. enjoying nature, listening to live music and mentoring high school and college age women.