

## HOME PAGE: THE OTHER SIDE OF QUESTION ASKING

*...that is a very good question. I don't know the answer.*

Arthur Miller

The other side of question asking resides in the After Zone and has to do with answers.

### **How will you know a good answer when you hear it?**

This may sound like the silliest of Dumb/Smart questions, but it's for real you don't always get the precise answer you expect, and sometimes you don't even know what to expect.

The characteristics of good answers sound a lot like the requirements for good questions, don't they? Knowing what you know about question-asking, you will like the bear who went over the mountain be in familiar territory when you get there.

- ▶ *How do you feel about that?*
- ▶ *Are you saying...?*
- ▶ *Do you mean...?*

A good questioner should also be a good answerer. In fact, it makes sense to put the same kind of effort into answering questions as you put into asking them.

## HOT TIP

***What goes around comes around:  
Direct and complete replies to the questions of others  
beget direct and complete replies to your next questions.***

To learn more about the other side of question asking—

### **Mental Bungee JUMP**

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