

Open-end Questioning

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Foundation Skills

OARS

- Open questions
- Affirm Efforts and Strengths
- Reflect/Mirror
- Summarize

Our Outline

- Questioning style matters
- What are closed-end questions?
- What are open-end questions?
- Opening up your style

Open-end Questioning

Closed	Open
<ul style="list-style-type: none">• Yes or no• Few word answer• Little thought• Encourage passivity	<ul style="list-style-type: none">• Story• Think to put answer together• Delay in answering• Encourage active participation

Closed questions
<ul style="list-style-type: none">• How tall are you?• What is your baby's birth date?• Do you do any exercise?• What do you eat for breakfast?• What is your favorite snack?

Open questions
<ul style="list-style-type: none">• Tell me about your experience with exercise?• How could you see adding some high-calcium foods?• What is your plan for this week?• What long-term consequences of anemia concern you most?• What do you need from me about this?

Open-end Questioning

"The mind is not a vessel to be filled but a fire to be kindled."

Plutarch

Practice open questioning

- Observe the types of questions you hear from others. Notice effects.
- Practice with a partner
- Collect some favorites
- Practice them
- Notice what happens
