## **Questions Funnel**

```
Hypothetical – "what if..." "imagine.."
    Super Open – Tell me...
                  Explain...
                   Describe....
Open - What, Why, Where, When, Who & How
Clarifying / Probing – Open Question adding
      'Precisely', 'Exactly' or Specifically'...
   Rhetorical – doesn't need an answer
    Leading – Statement not a question
      Multiple – limited to our options
            Closed – Yes or No
```

