

Your
**Coaching, Leadership
 & Innovation**
questions answered

Question:

Why is it that when I ask a question I am either misunderstood or jumped on so frequently?

Answer:

Questions are a minefield!

Think for a moment about why questions are asked. The reasons include clarification, checking out an idea you are uncertain about, just to say something, to prove you are clever, to demonstrate someone else is not, etc. There are many reasons.

If I am asked a question I have to guess the reason behind it and because there are so many sometimes I get it wrong. I may give a correct answer to what I thought was being asked and then am told I got it wrong. I feel stupid yet the questioner was the one you was not clear. I end up feeling defensive having given a correct answer!

By checking out what is meant, 'Say a little more about what you are thinking please', I can be certain I am answering the correct question.

Alternatively, 'Tell me what is behind the question please so that I can

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give you the best answer'.

It is as much the responsibility of the questioner to ask specific and precise questions. 'I want to check I have understood you so please tell me...' or 'I have an idea that I am unsure about, may I share it with you?'

Many people are used to questions being asked to trap them, from others who use questions to exercise power over someone. Therefore, many people are already on the defensive and will assume the worst from your question, hence the overreaction you may feel you sometimes experience. People who lack confidence will experience a question as an attack.

By being clear about your questions and open you will overcome many of these hidden traps. Always check out questions you are asked so that others have to be clear and open as well.

If you have a question you want to put to Jonne about a coaching, leadership or training issue within your own business, or would like Power and Grace to deal with an issue in your business related to this column, then call 0845 644 6831 or email jonne@powerandgrace.co.uk in strictest confidence.

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