

Important Questions Every Speaker Needs to Ask

What do I need to believe if I want to be a speaker known for their questions?

What do I need to know if I want to be a speaker known for their questions?

What makes a speaker a good questioner?

- Preparing
- Asking
- Listening
- Confirming
- Using

What kinds of questions could/should a speaker use?

- _____
- _____
- _____
- _____

When is a good time for speakers to use what kind of questions?

When?

What Kind of Question?

- | | |
|-----------------------------------|-------|
| • Talking with people | _____ |
| • With a prospect | _____ |
| • During a sales call | _____ |
| • With a client | _____ |
| • With attendees before a session | _____ |
| • During presentations | _____ |
| • After presentations | _____ |

Important Questions Every Speaker Needs to Ask

What are three things to remember if you ask questions during your presentations?

1. _____
2. _____
3. _____

Interesting Questions for Your Pre-Program Questionnaire

These questions are in no particular order and are intended to spark your creativity. You'll be amazed what great questions you can discover when you start searching!

- How well will participants know each other?
- What changes do you see in the future for your organization?
- What changes do you see in the future for your industry?
- What other speakers have you had recently?
- What would make this presentation the best your group has ever heard?
- Why did you choose this topic?
- What happens before and after this presentation?
- What action would you like people to take after this session?
- How will people prepare for this session?
- Why did you choose <insert your name> to deliver this program?
- What do participants think about this topic?
- What do the participants know about this topic?
- If you were giving this presentation, what's one message you'd be sure to deliver?