1. Questions / Review

II. Goals for This Unit:

A. Examine the importance of careful listening for asking good questions.

B. Explore key types of questions and the benefits of well-chosen questions for mentoring, discipleship, coaching (and parenting).

C. Discuss insights for leadership and mentoring from Leadership and Self-Deception.

III. The Prerequisite for Good Questions - Careful Listening

A. Intentional Listening

B. Intuitive Listening

C. Hindrances to Listening

IV. Types of Good Questions

A. Probing / Open Questions

B. Direct / Revealing Questions

C. Clarifying / Ownership Questions

V. Benefits of Good Questions (James A. Smith, Leadership Coaching

Training)

A. Assists articulation of thoughts, insights, goals, etc. (Lk. 9:20;

Jn. 1:38)

B. Clarifies issues, connections, cause and effect. (Lk. 10:36;

Jn. 16:19)

C. Challenges evidence of behavior inconsistent with stated values.

(Mt. 5:46-47; Lk. 6:41-42)

D. Focuses on distractions / obstacles hindering growth. (Mt. 6:25-28;

Jn 4:35)

E. Elevates perspective on personal significance or life opportunities (Lk. 18:40-42; Jn. 21:15-17)

F. Connects actions with consequences. (Mt. 21:28-32; Lk. 5:22-26)

VI. Discussion of Leadership and Self-Deception

A. Describe the concept of self-deception or the “box.”

B. What are the indicators you are “in the box”?

C. How is self-betrayal related to getting “in the box”?

D. Describe a time when you were involved in “collusion.”

E. What are common-sense solutions that do not help us get “out of the box”?

F. What are questions that will help protect you from self-deception?