

August

Ask 5

FACT QUESTIONS

are a good way to learn about a person and what has brought them to where they are today.



1. Where did you grow up?
2. What was your first job?
3. What were your interests in school?
4. How long have you worked at your company?
5. What do you do for fun?

CAUSATIVE QUESTIONS

can provide insight into what motivates a person. This is a good next step in rapport building with peers and friends.

1. How did you come into your current role?
2. How do you like living in your city?
3. What caused you to pursue your career?
4. How did you get involved with your hobbies?
5. What do you most enjoy about your career, family, or life?



VALUE-BASED QUESTIONS

uncover what a person values. These are asked after rapport is built through a conversation or series of conversations.



1. If you could do things over again, would you do anything differently?
2. What advice would you give the younger generations?
3. What was a high point or turning point in your life?
4. Who is someone that inspires you?
5. How do you recover from a difficult day or experience?