



## INSPIRATION:

***“Fear is a question. What are you afraid of and why? Our fears are a treasure house of self-knowledge if we explore them.” – Marilyn French***

***“A prudent question is one-half of wisdom.” – Francis Bacon***

***“It is not the answer that enlightens, but the question.” – Ionesco***

***“The marvelous thing about a good question is that it shapes our identity as much by the asking as it does by the answering.” – David Whyte***

***“Life is an unanswered question, but let’s still believe in the dignity and importance of the question.” – Tennessee Williams***

***“I cannot teach anybody anything. I can only make them think. Wonder is the beginning of wisdom.” - Socrates***

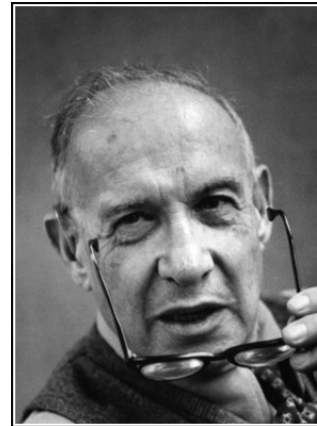
If we only depend on what people say verbally,  
we're not even close to understand half of what is  
really going on. Go deeper!

~ Author: Assegid Habtewold

Nonverbal communication is an  
elaborate secret code that is written  
nowhere, known by none, and  
understood by all.

— Edward Sapir —

AZ QUOTES



The most important thing in  
communication is hearing what isn't  
said.

— Peter Drucker —

AZ QUOTES



The chimpanzees taught me a lot about  
nonverbal communication. The big  
difference between them and us is that  
they don't have spoken language.  
Everything else is almost the same:  
Kissing, embracing, swaggering, shaking  
the fist.

— Jane Goodall —

AZ QUOTES













## NON VERBAL BODY LANGUAGE: (Cultural & Gender Factors)

**Eye contact:** too much, too little, sharing, don't just look at one person

**Greetings:** handshakes, hugs, high 5, no contact?

**Hands:** palms up and open or down, clenched fist  
Keep hands away from face or hair

**Arms** crossed, arm movements, gesticulations

**Posture,** slouching, swaying (the boat effect)

**Proximity** – for example being in someone's 'bubble'

**Tone of Voice,** inflection, laughter, volume

**Listening,** interrupting, conveying interest, empathy,  
Clarifying if someone seems confused or not comprehending

**NON-VERBALS VIA ZOOM?**





**Are you a good  
question asker?**





**That friend who seems to have a superpower in asking profound, deep, conversation-starting and thought-provoking questions....?**

# STRATEGIC QUESTIONS

- Create motion, moving from static to dynamic
- Create options, looks for alternatives, what is possible?
- Avoid YES/NO answers
- Are empowering, allowing someone to build on what's already in their head
- Ask the unaskable, challenging core values or assumptions
- Are simple, not compound questions, addressing 1 thing at a time, building understanding, bringing clarity



**Strategic  
Questions  
Manual:**  
**Fran Peavey**



## MOTIVATIONAL QUESTIONS: examples

1. What recent accomplishments that make you feel proud and successful?
2. What is the one step you can take right now to move closer to your goals?
3. What are your core values now? 10 years ago? 10 years from now?
4. If I successfully achieved my goals, what will my life be like?
5. What's on your bucket list
6. What do you want in life, and why do you want it?
7. What's stopping or holding you back from going after what you want?
8. Who do I want to be in the next 5 years?
9. What's the best piece of advice you've ever heard – and how do you use it?
10. What has been the impact of gratitude in your life?
11. What advice would you give to your younger self (you pick the age)
12. What would it take to live life without any regrets?

**101 GREAT QUESTIONS**