

Linear Questioning

Q-A-Q-A-Q-A

Linear questioning is a simple and highly effective technique that can be learnt swiftly. Put simply, linear probing involves using the answer to the previous question as the mother/father of the next.

It requires the use of open questions as opposed to closed:

OPEN PREFIXES/COMMANDS	CLOSED PREFIXES
What	Are you
When	Can you
Who	Should you
Where	Did you
How	Will you
Why	Would you
Which	Have you
Tell me	Do you
Explain	Is it
Describe	Does it
For what reason (s)	Could it

In what way (s)

Give me an example

Expand on that

Open questions solicit greater detail, whereas closed questions can solicit little or no information, such as a 'yes' or 'no' response.

Linear questioning also involves choosing a specific path, which you stick to until you have reached the finite detail; then you can follow another line of questioning