

Module: MENTORING IN CCI SECTOR

Unit 4: MENTOR IN MUSIC

Partner name: ARTeria – www.fundacja-arteria.org

www.talentmatchingeurope.com

#TalentMatching

fb/twitter @aspire2createEU

G+/YouTube +TalentMatching

THE GUESSING GAME

This is a funny way to introduce and show the difference between closed and open questions.

Split your participants into two equal groups. One person from each team has to leave the room for a minute and think of any object (any object that can be found in any office like a stapler, printer, ..etc.). When this person returns to his team, it's the team's task to ask him/her closed ended questions only to find out what the object is (if needed, explain that closed ended questions are those that can be answered only by yes or no). Once any team finds the object, this means that they won this round. And they can go for another round.

After two or three rounds, end the game and tell the group that obviously it took a long time and effort for us to find out the object in each round, but what if we had not so much time and only had one question to ask to find out the object, what would that question be? The question would be "What is the object?" which is an open ended question. Open ended questions are an excellent way to save time and energy and help you get to the information you need fast, however closed questions can also be very useful in some instances to confirm the understanding or to help control the conversation with an overly talkative person/customer.