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THE ART OF BEING QUESTIONED

The Audience or the Boss Vs. You

Picture yourself responding in the following scenes:

You're at home (aged 10). Your father walks in: "Why didn't you take out the trash like I told you?"

You're in school (aged 8). Your teacher asks: "What is the answer to that question?"

You're at your first job interview. The personnel director puts down your resume : "Why should you get this job?"

A highway patrolman looks you in the eye: "How fast do you think you were going?"

Your boss leans across the desk: "What do *you* think about this?"

A man-on-the-street reporter shoves a mike in your face: "Are you in favor of. . . ?"

How did you feel as you read each one? Could you feel your tension as you confronted having to answer well, correctly, right then and there? Would the answers come easily—or would you fumble? Would you ever consider not answering?

BASIC PRINCIPLES OF ANSWERING QUESTIONS

The Questioning Process

Of all the acts we perpetrate on each other, the most aggressive, **short** of touching someone, is questioning them. The process exists in every culture and it's always the same: