## Socratic Questioning Skills

<table>
<thead>
<tr>
<th>What is it?</th>
<th>What does it achieve?</th>
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<tbody>
<tr>
<td>• Socratic questioning is the means by which we can find out, learn about, investigate or explore any subject.</td>
<td>• The exploration of new or old issues.</td>
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<tr>
<td>• Socratic questioning is the means by which we can find out, learn about, investigate or explore any subject.</td>
<td>• More complete understanding</td>
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</tbody>
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### How to use it?

- Only sentences beginning with one of these words are high quality questions that elicit new information.
- It is important to learn the Socratic structure of high quality questions, and the technique called Funnelling and Tunnelling.

### When to use it?

- To explore completeness or truthfulness of what a person/people are telling you.
- When interviewing.
- To help a person learn about or explore a subject.

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### Diagram:

- **Tell me about……**
- **What…?**
- **How…?**
- **When…?**
- **Where…?**
- **Who…?**
- **Show me**

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**Describe the entrance to the funnel with “tell me about..”**

**What…? and How…? questions are the most useful to elicit facts. They can be used to tunnel in to the subject matter anywhere.**

**When…?, Where…? and Who…? are the tunnel questions to gather supplementary information.**

**“Show me…” is the ultimate test that what has been described is so.**

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**Why…? is the least useful question because asked too early it puts people on the defensive. Asked in its proper place, it surfaces motivation and underlying reason and rationale.**

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*Sentences with “is it” or “isn’t it”, or their tense variations in, are in fact statements with a question mark on the end. These statements don’t elicit any new information, they are in essence rather anti action learning and serve only to re-circulate old knowledge.*