

Exploring Genuine Questions:

What did you observe?	What meaning did you make?	What genuine question could you ask to find out more?
<p>Example: Ellis says to me, “We have to outsource the printing job rather than do it in house.”</p>	<p>Make Meaning: I am the manager of the printing department, and I infer that Ellis thinks our printing department isn’t capable of printing the product in a satisfactory way.</p>	<p>Genuine Question: I want to ask a question that will help me learn more about why he thinks the printing job should be outsourced, something like: “Can you tell me more about why you think the job needs to be outsourced?”</p>