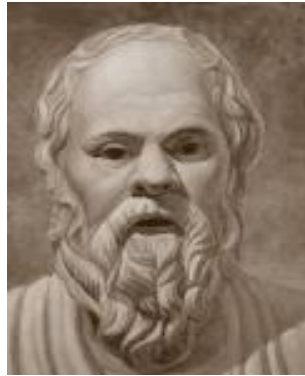


HOW TO ASK SOCRATIC QUESTIONS?



- Depart from a 'zero empathy'- attitude, only work with what the other has literally said.
- Only ask questions or remain silent.
- Don't paraphrase ("Do I hear you say that...?") Don't help ("Do you want to say...?"), don't approve ("OK, interesting") nor disapprove ("Do you really think so?").
- Question superficially : add nothing to the content about what the other literally says.
- Ask for what the other actually claims, on which concrete facts / experiences this claim is based and why he claims this.
- Listen very sharply to what the other says. Take notice if he answers your question or merely reacts to your question. If the latter is the case, repeat your question.
- Use in your question exactly the same words as the other so that he can relate to your question.

- If you do not understand something, just say it, then ask your partner to start again.