

# Why use Questions in Presentations?

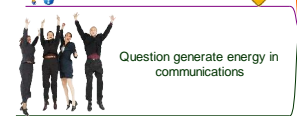
**Why Questions in Presentations**

**Want to gain & keep your audiences attention?**

What are the most telling questions you can ask them?

What happens to attention levels when you might ask a question at any time?

Question generate energy in communications



**What can you find out about your audience?**

Who are they?

- How will that effect the content & the way you present?
- Will it effect the way you ask subsequent questions or make points?
- Set as background question?
- Will it help to have profiled responses to important questions?
- Will they want to compare their responses with those of other groups?

How they feel on particular issues?

What do they already know about the topic you are addressing?

Do they understand what you are trying to tell them?

What feedback do you want at the end of the presentation?

Why are you giving this presentation?

Where will you be at the finish?

**Do you want to get your audience thinking about a particular topic?**

What is more powerful in doing this than asking a question?

Are Questions the Human/verbal Hyperlink?

Extend scope by peer discussion

What question is most likely to direct their minds on to this subject?

Reflect 3/5 main presentation messages in 3/5 penetrating questions

Topic frequently misunderstood?

Make it Priority Question

Drill down into the logical exploration of an issue or a case study & ask an updated question in series every time your complete a new level

Works particularly well where graphical representation possible

**How can you make sure the points from your presentation will be remembered when needed?**

Use Questions to assist future recall

Primacy: What questions do you ask at the start?

Recency: What question do you finish with?

Linkage: Can you connect with what's already known?

Outstanding: Present in "outstanding" way using questions

Tell Story

Change normal parameters

Review: Ask question that goes back over ground you've covered

**Want to have a fun session?**

OK to ask Quiz Style Questions?

What other expectancy when given a handset?

Peer Learning Potential?

Scope for Debate?

Do you want to assess knowledge levels?

What delay?

How much time is taken to mark tests?

Would it help if the test was also a learning experience?

What costs?