What do you reach with the questions you ask? What kind of answers do you want? Are you satisfied with how your client reacts to your questions? Do you formulate your questions exactly as you want them? Do you want to help your client? And is the client helped with your questions?

A question seems to be a trivial everyday phenomenon: Where is the school? How late is my train? ... It’s no big deal to ask questions. But asking the right question at the right time to the right person with the right words is an art: How many friends do you need? Do you want to be helped? What is the added value of words? Asking them in a well-formulated way, accompanied by the necessary communicative skills requires a lot of exercise, a lot of feeling for the ‘kairos’, the right moment.

Apart from a rhetorical or diplomatic instrument, a question is also an important dialectical instrument. Asking the right questions and disciplining the conversation makes you take charge in a conversation. With a question, you can influence the thinking and the behavior of your client, partner, student in a very thorough way.
The main targets of the training

1. You are creative in asking questions
2. You are efficient in asking your questions: you get what you want
3. You are quick and alert in questioning
4. You can demand accurate and precise information
5. You are aware of the nature of the intervention of your interlocutors
6. You can distinguish different types of questions and their effects
7. You practice the Socratic questioning attitude (of not knowing)
8. You can ask the right question with the right words at the right time to the right person
9. You have a sense of the ‘appropriateness’ of a question or intervention
10. You can distinguish questions that work and questions that don’t work;
11. Establishing conceptual differences between questions;
12. Elaborating questioning strategies;
13. Analyzing the effects questions produce;
14. Analyzing the differences between questions directed at the content and questions directed at the subject;
15. Conceptualizing ideas;
16. Looking at the role of spotting argumentation mistakes in the process of questioning;
17. Understanding the obstacles that stand on the way of working with thinking;
18. Understanding what stops us from asking good questions;
19. Making the other one (more) responsible for what he/she says or does with your questions.
20. You have a neutral attitude
21. You can be non-empathical when it is needed.
22. You can be harsh with your client when it is needed: you are free of the desire to be loved etc.

The targets and the program proposed will be adjusted to what the participants bring in.
- How to work on person’s thinking by asking questions;
- How to install a group discussion with the help of questioning;
- How to problematize and identify problems;
- How to be more conscious of what you do and the effect it has

**Target group**

This weekend is something for you if you are:

- Working in education
- Working in fields of practical philosophy (philosophy with children, philosophical counseling, Socratic dialogue,...)
- Working as a coach
- Working as a trainer/consultant in companies
- Working in health care
- Working with dialogue and/or reflection in groups
- Interested in sharpening your questioning abilities

**The trainers:**

Kristof Van Rossem is Master in philosophy. He works as an independent trainer with an international experience of more than 14 years. His speciality are variations of Socratic Dialogue in different organisational settings: companies, schools, social welfare organisations, political parties, medical federations, governmental organisations, etc. He published on various kinds of practical philosophy.

He is a teacher trainer in philosophy with children at the University of Leuven (KULeuven) and teaches a.o. philosophy and (business) ethics at the High school of Brussels (HUB). He is leading an annual training course in Socratic dialogue facilitation.

[www.socraticdialogue.be](http://www.socraticdialogue.be)
**Viktoria Chernenko** is MA in cultural and historical psychology. Since 2010 she has been working on the concept of philosophical practice in Russia and abroad, holding individual consultations and facilitating workshops with children and adults in the centers of development, schools, universities, business organizations, etc. She is a researcher at the Moscow Research Institute of Children Development. Since several years she has been a consultant in business organizations working on a system of arguments evaluation for the candidates applying for the job. She is teaching the course “Philosophical Counseling” at the psychology department of Moscow Institute of Distance Education “UNIC”, working with students and teachers on developing the art of questioning.

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<th><strong>Preliminary program</strong></th>
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**Friday 15/05/15:**

12-14 pm : Welcome : drinks and snacks

14-17 pm : introductory exercises : alertness and creativity in questioning (Kristof – Viktoria)

20-22 pm : getting to know each other philosophically + exercises in argumentation (Kristof- Viktoria)

**Saturday 16/05/15:**

8.30 : coffee, tea, breakfast

9.30 : The Socratic style in questioning (Kristof)

12.30 : lunch

13.30 : questioning concepts in philosophical counseling (Viktoria)

17.00 : break + dinner

20-22 : evening session : free atelier of different questioning styles

After session : philosophical visit to Brussels by night/ musical outro of the day
Sunday 17/05/15 :

8.30 : coffee, tea, breakfast

9.30 : the rhetorical aspects of questioning : dealing with ‘difficult people’

questioning techniques in selling, therapy, teaching

12.30 : lunch

13.30 : back to everyday life : tips and tricks about special cases in organisations

Open for participants to offer a workshop (if improved by the group)

17 pm : concluding reception

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Practical aspects

When?

Friday 15/5 at 12 – Sunday 17/5/15 at 5 pm (7 dayparts)

Language of the course is English.

Where?

The course takes place in the ‘de la Salle’ Centre (named after educational renewer Jean-Baptiste de la Salle 16th Century) in Dilbeek, H.Placstraat 45, 1702 Groot-Bijgaarden. It is a former monastery/castle situated in a beautiful park near a lake. This is at a walking distance from the station of Dilbeek, which is close to the station of Bruxelles-Nord. If you come from the Airport of Zaventem, go to Brussels North station (10 minutes) and then change to L-train in the direction of Aalst-Gent. Get off at Dilbeek station (15 minutes).
Included in the price are:

- The course (2 trainers) + documentation
- Lodging in a single or double room for 2 nights including breakfast. The accommodation is basic (there are showers for every 3 rooms) but peaceful and comfortable.
- 2X lunch and a dinner on Saturday evening.
- All drinks: coffee, tea, fruit juice, water, wine with the food. Drinks (Belgian beers etc.) in the evening bar are not included.

We are alone at the venue the whole weekend. A catering person is working alone for our group.

**How much?**

If you inscribe **before the 1st of April 2015**, the price of the course is **420 €**

If you inscribe before the 1st of May 2015 (deadline), the price of the course is **470 €**

All prices include 21% of TVA taxes

Please inscribe by clicking on

[https://socraticdialogue.wufoo.com/forms/the-art-of-questioning/](https://socraticdialogue.wufoo.com/forms/the-art-of-questioning/)

You are inscribed as soon as we have received a deposit of 100€ on Bank account IBAN BE08 0003 2190 5513, BIC BPOTBEB1 by name of Kristof Van Rossem (Bank van de Post)

There is a maximum of 15 participants so **be fast! Inscriptions close on 1st of May 2015!**