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Follow-up Questions

Research indicates there are four types of question:

1. Introductory e.g. How are you?
2. Mirror e.g. I'm fine. How are you?
3. Full-switch e.g. change the topic entirely
4. Follow-up e.g. solicit more information

Follow-up questions are the secret to success. **They signal that you are listening, care, and want to know more.**

If you ever left a conversation feeling respected and heard, chances are they asked a lot of follow-up questions.