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Course:
Advanced Questioning Techniques:
The Meta Model Vs. The Milton Model.

(Also available in Spanish)

Global Objectives:

The traditional question styles of “Open” versus “Closed” often prove to be of limited value in many situations where it is necessary to go more deeply into the responses obtained to questions. In some cases / cultures, they are often perceived as rude or impertinent. This course is designed to overcome these weaknesses and enable the interviewer - in any position, profession or context - to elegantly, effectively and professionally discover information that has been consciously or subconsciously omitted and also to provide the trainees with practical techniques that can be used whenever & wherever necessary.

Target Groups:

- Senior Management in both national & International organizations.
- “Talking Therapy” Specialists: Psychologists, Psychiatrists, Coaches, etc.
- Journalists, radio & television interviewers.
- HR professionals (recruitment, selection, generalists, etc).
- Sales and Marketing Specialists.
- Health Care Providers.
- Lawyers, Negotiators, Mediators & Arbitrators.
- Any one who needs to be able to delve deeply into the area being discussed.

Student-centered objectives:

At the end of the course, the attendees will have learned:

1. The difference between the “Meta” Model and the “Milton” model and be able to explain why this is important in effective communication.
2. How to use each type of model in specific situations to achieve the desired communicative objectives.
3. How to elegantly clarify any uncertainty and delve deeply into the topic being discussed.
4. To apply a range of practical techniques to both spoken and written communication through the use of a range of different exercises: individual, pairs, triads and small group.

Methodology:

Trainer-based direct input followed by practical exercises and feedback from course companions and the trainer. Each element taught builds upon the previous one so that there is a spiral effect in the learning process. In the afternoon session, some exercises are videotaped and then reviewed by the group and feedback is given.

Duration: 1 day (09:00h -18:00h)

Maximum number of trainees per group: 12

Contact Brownlee & Associates for more details.