

More Dr. Derr Videos...

Previously, Dr. Derr welcomed the client and made them feel comfortable. On to the heart of the consultation!

Video 3a: What questions does she ask the client? What information is she trying to obtain? Why didn't she get good answers?

Video 3b: What was different? How did she ask questions differently? Be specific.

Video 4: Setting expectations. What specific things did they discuss? How well do these match up with the sample sections for the consulting proposal? (publication, data confidentiality, personnel and responsibilities, communication, tasks/timeline/costs) If she were to write a proposal, is there anything else that should be included?

Name: _____

We've discussed what makes good and bad questions today.

Summarize briefly your understand of what makes a good question and why.

Please leave this sheet, your nametag, and your playing card on the tables by the door when you leave. The other sheet is for you to keep; this sheet will not be returned except by request.