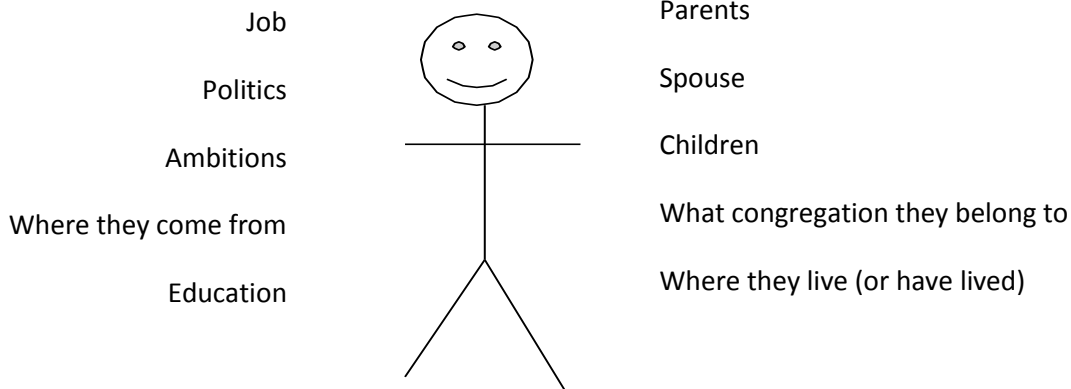




An affiliate of the Gamaliel Foundation

Questions you may want to ask.  
Things you may want to know about:



**Suggestions for the one-on-one:**

1. Sometimes you get more of an explanation if you say things like: “That is very interesting, would you tell me more about that?” “What do mean?” “Why do you say that?” “How did you feel about that?”
2. Don’t be afraid of silence. The person may be trying to think of how to answer. Give them time to think.
3. Body language is important. Listen to what people are saying by the way they are acting.
4. Do not write during the one-on-one. If you must, such as to take down a phone number then ask permission to do so.

**The Reflection Form:**

1. Write up the interview while it is fresh on your mind.
2. Don’t try and write everything. What is the person’s self-interest? Concerns? Talents?

**One-on-One Goals:**

1. Initiate or Build a Relationship - If the person says, “I hope we can talk again,” it is a sign of a successful one-on-one.
2. Discover Self-interest - You want to know the person’s deep feelings about events, relationships, ambitions, etc.
3. Provide Clarity - You want to listen and give the person a chance to talk about what is interesting to them. You should give the person the opportunity to think about and say what is important to them. This helps the person become clearer who they are and why they do things.
4. Information - You want to know where they live, how many children they have, where their children go to school, what they and their spouse do for a living, etc.

By learning about them you can discover their passions.

**The two (three) “C”s**

- Courage – You must be willing to ask the difficult questions
- Curiosity – You must be interested in finding out about the other person.
- Commitment – You must be committed to “discovering” other people.