

# Advocacy & Inquiry

## Advocacy that Supports Learning

- State views directly.
- Present views in testable chunks.
- Present conclusions as options.
- Share your feelings and your reasoning and explain your interpretation.
- Illustrate with examples and data.

## Inquiry that Supports Learning

- Test your understanding: Ask to understand the other's view and interpretation.
- Explore other's reasoning, concerns and interests.
- Ask for data and examples.
- Solicit a range of views.
- Encourage challenge.

**Key Point: Strong Ideas, Loosely Held**

# Advocacy & Inquiry

## Advocacy that Limits Learning

Doesn't supply data or reasoning.

Layers many ideas.

Uses logic that supports or proves own view only.

States conclusions as obvious and indisputable.

Monologue & imposing.

## Inquiry that Limits Learning

Makes a statement in question form.

Asks leading questions with obvious "right" answer.

Asks a series of questions without explaining purpose or direction.

Does not inquire.

Interrogates.