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?

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

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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?

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

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

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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.