

**Here are some examples:**

***OPEN-ENDED:***

What is that product made of?  
How did the pricing negotiating go?  
How did that help you?

***CLOSED:***

Is that made of plastic?  
Did you negotiate the price?  
Did that help you?

**Other examples of open-ended questions:**

What are your goals?

Tell me how you researched...what did you learn from this?

How would you describe your experience?

Have you researched if there is a market for your product...?

What if we were to look at it this way?

What would help me to understand your perspective?