

## Exercise to improve honest signals – Be curious

Spend a half hour in a coffee shop being curious about everyone in the place. Without actually talking to anyone at first, let your curiosity wander and pose the questions to yourself:

- I wonder what they value. . . .
- I'm curious about what makes them laugh.
- What do they like about the day?
- What are their life dreams?
- What empowers them?
- What do they like about the people they're sitting with?

At the end of the half hour, find one person you can spend a little more time with and actually ask her or him the curious questions. As you ask the curious questions, be aware of what is happening with the other person.

How does this person respond to you when you are curious?

Then look at your own role in the conversation. Afterward, be curious about your own curiosity.

- What did you learn about being curious?
- What was easy? What was hard?
- What made it easy or hard?
- How could you be more curious?
- What would that give you?

Remember: Curious questions do not ask for more data. With curious questions, one question almost always leads to another, as if you were traveling down a tunnel.

Being able to access a state of curiosity will mean you are sending social signals which are authentic when read by other people.