**Questions about the activity:**

* How do you think that you did?
* How did the patient respond when you listened well? When you listened poorly?
* What approach did you use? How did it work?
* What happened as you and your partner completed this activity as a team?
* How did the deadline affect the quality of your work?
* What happened in your team as a result of those deadlines? How did you approach each assignment?
* What information did you consistently want? Why?
* Where did you disagree with the team? Why?
* How easy or hard was it compared to the last exercise? Why? (Asked only after second exercise)
* What was different between this scenario and the last one?
* How would that have been different if you were actually responding to your own patient?

**Questions about feelings and reactions:**

* How do you feel about that scenario?
* Did that scenario feel any different when you switched roles?
* How confident are you about the work you did?
* How did you feel about the process?
* How did you feel about the deadlines for your team activity?
* How did you feel when responding to objections?
* How do you feel about the number of options available?
* How do you feel about your potential for success?
* What was your reaction as the scenario was negotiated? Did you get more or less comfortable?

**Questions about learning:**

* What did you learn from the feedback from your group?
* What did you learn?
* What do you still need to learn?
* What insights did you have in that activity?
* Which personal objectives have been addressed?

**Questions about application:**

* How can understanding this process help you on the job?
* How can you use this on the job?
* How does this relate to a patient in your job/area?
* What phrases did you learn that you can use on the job?
* What will you do with this knowledge?
* Which questions will get you the most useful information?
* Which questions would you be uncomfortable asking? Why?
* Why is this important in your job?