

### Learning the Columbo Tactic (3)

The third application of the Columbo tactic is to use questions to \_\_\_\_\_.

You may want to advance the \_\_\_\_\_.

You may also use questions to \_\_\_\_\_ a weakness or \_\_\_\_\_ in the other person's views.

There is no special formula for finding the flaw. Just \_\_\_\_\_ carefully, then \_\_\_\_\_ about what's been said.

The key to finding the flaw is to pay \_\_\_\_\_ to the answer your friend gives to \_\_\_\_\_. Do his conclusions follow from his evidence?

List three specific ways to improve your Columbo skills:

\_\_\_\_\_ objections and think of questions in advance.

\_\_\_\_\_ on questions you might have asked.

\_\_\_\_\_ new questions – and potential responses – out loud.

List two steps to defend yourself against the Columbo tactic:

First, \_\_\_\_\_ the \_\_\_\_\_. Politely refuse to \_\_\_\_\_ his leading questions.

Second, regain control by asking him to simply \_\_\_\_\_ and his \_\_\_\_\_ for it.