

**REAL ESTATE PRACTICE PROJECT**  
**PART 1: BUSINESS OFFICE, PERSONALITY & LEARNING STYLE**

17. LISTENING QUESTIONS: Dealing with real estate clients. The R.E. Principles Student Study Guide identifies **seven (7)** typical closing techniques (such as: open-ended questions, closed-ended questions, reflection, silence, etc.). For each of the seven, you are to demonstrate working with the four personality types identified in Question #12 above (**Driver, Theorist, Analyst or Feeler**). For example, write an open-ended question that you would use when talking with a Driver; then an open-ended question when working with a Theorist, etc. You are asking a question, NOT making a statement. And, the question is not being asked by the client (not an seller objective or a buyer objective)—it is not what the client says to you. It is what you say to the client.

**17. Listening Skills**

For each of the 4 personality types (**Driver – Theorist – Analyst – Feeler**) described in Chapter 4 of your student study guide, write one sentence for each of the following. There are 7 items listed below, with 4 statements for each. Use your study guide and textbook to write each.

**REAL ESTATE PRACTICE PROJECT**  
**PART 1: BUSINESS OFFICE, PERSONALITY & LEARNING STYLE**

**17. Listening Skills**

- Open-ended question
  - Driver –
  - Theorist –
  - Analyst –
  - Feeler –
- Directed question
  - Driver –
  - Theorist –
  - Analyst –
  - Feeler –
- Closed-end question
  - Driver –
  - Theorist –
  - Analyst –
  - Feeler –
- Expanders
  - Driver –
  - Theorist –
  - Analyst –
  - Feeler –
- Re Statement
  - Driver –
  - Theorist –
  - Analyst –
  - Feeler –
- Reflection
  - Driver –
  - Theorist –
  - Analyst –
  - Feeler –
- Silence
  - Driver –
  - Theorist –
  - Analyst –
  - Feeler –