Avoiding tricky questions

1. **Don't panic!**
2. **Flatter**
3. **Evade**

To flatter try one of the following:

- *Good* question!
- Well asked!
- That is the *key* question.
- Not everyone thinks to ask that.
- I was hoping someone would bring this up.
- That's spot on.
- That is a truly searching question.
- I can see that you have really been thinking.
- Take the jackpot, that's the 64,000 dollar question.
- I wasn't expecting someone to ask such an insightful question.

To evade try:

- I don't know (disarming, but should only be used once so try to keep it in reserve)
- There is no one answer to that.
- We mustn't rush into trying to answer that.
- If we knew the answer to that, we wouldn't be here.
- We will address that later.
- How would you answer that yourself?
- Can anyone help us with that one?
- I think you'll find that is answered later in the session.
- Let me rephrase that … (into an easier question).
- We'll need our collective wisdom for this one, let's all discuss with the person next to us for a few minutes.
- There is a great book / article about that by …
- Could someone write that up so we don't forget it?
- Is that the time?