

- **ASK, ASK, ASK**

Show interest by asking lots of questions. Use a mixture of open and closed -ended questions and tag questions.

1. **ASK closed-ended questions (Yes / No)**

- *Do you live near here?*
- *Is this your first visit to Japan?*
- *Have you been to Chigasaki before?*

2. **ASK open-ended questions (Wh/How)**

- *Where are you from?*
- *Why did you come to Japan?*
- *How long have you lived here?*

3. **ASK tag questions (don't you, isn't she)**

- *Japan is an expensive place to live, isn't it?*
- *You haven't been to Okinawa yet, have you?*
- *You speak a little Japanese, don't you?*

- **EXPAND, EXPAND, EXPAND**

When answering questions try to give as much information as you can to develop rapport with the other person. Short answers with limited information create an uncomfortable atmosphere and should be avoided. Try to maintain a balanced conversation by asking as many questions as the other person.

1. **Give details**

- What do you do?
 - I work for Kanagawa Kiki. It's a small engineering company in Yokohama. We make different kinds of filters mainly for the shipping industry.
- Where are you from?
 - I was born in Ireland and lived in Pakistan until the age of six, but basically I grew up in England.

2. **Answer and ask**

- Have you been to England?
 - No, I haven't, but I would like to go. Where in England are you from?
- What are your hobbies?
 - I play the saxophone. Do you play an instruments?