

THE ART OF ASKING QUESTIONS

WHAT IS IT ABOUT?

Many leaders are unaware of the amazing power of questions. Our conversations may be full of requests and demands, but all too often we are not asking for honest and informative answers, and we don't know how to listen effectively to responses.

When leaders ask questions—and create organisational cultures that value questions—great things happen. People engage, complex problems are solved, creativity is increased, and the whole organisation learns faster and better.

WHAT WILL YOU LEARN?

- Understand how questions can improve the way you work with individuals, teams, and organisations
- Learn how to use questions to identify hidden problems, encourage participation and teamwork, foster outside-the-box thinking, empower others, build relationships with customers, solve problems, and more
- Learn how to ask tough questions and take control of tough situations
- Learn how to listen effectively to responses

**GOOD LEADERS ASK
GREAT QUESTIONS**

WHOM IS IT FOR?

Those who want to become a stronger leader by identifying and asking the right questions

METHODOLOGY, TOOLS, TECHNIQUES TAUGHT

- The beginner's mindset
- The question burst
- The 5 why's
- Negative framing
- Powerful coaching questions
- And more

CURIOSITY

