



POWERFUL QUESTIONS:

Below is a recap of ten powerful questions for leaders:

Be INTERESTED rather than interesting! Create dialogue not defensiveness.

1. Ask the question, "What's top of mind for you right now?"
2. What are you clear on right now?
3. What are your expectations for this meeting? For this event? For this next hour?
Etc. Then listen fully...
4. If I could only do one thing to help you right now, what would it be?
5. What is your greatest personal challenge right now (professionally or personally)?
6. What's causing you the most tension right now?
7. What's made you smile lately?
8. What's your favorite food to eat? Or what would be your death bed meal?
9. What's your favorite junk food?
10. What's your favorite thing to do on your day off?

* Advanced: "Tell me more!" Ask them to tell you more about a specific element of your conversation.

