



Powerful Questions That Highly Effective Business Leaders Ask to build successful, dynamic, profitable organizations

By Christo Norden-Powers

Spandah Pty, Limited. Paperback. Book Condition: New. Paperback. 258 pages. Dimensions: 9.1in. x 6.1in. x 0.7in. The skill of asking the right question at the right time and in a way that works is an essential skill for business leaders that can save your company millions of dollars. . . . and even save the company. This practical, hands-on book, is packed with techniques, examples, and exercises. You will learn: 1. questions that highly effective business leaders ask - questions that make a significant difference to your business every day 2. a powerful new model that enables you to use questions and language to shift, shape and influence thinking and awareness so that you can: negotiate more effectively quickly identify potential risks turn problems into solutions coach with skill resolve conflict handle criticism and disagreement improve performance turn resistance to change into ownership of change You will learn to identify the language patterns that create traps and pitfalls (and financial loss) for the unsuspecting business leader, together with questioning strategies to deal with those patterns, including how to: probe, test, clarify, verify and elicit facts recognise when someone is avoiding a problem or hiding information ensure the best information and data...



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