katherine rosback

ASK THIS INSTEAD

Typical Management Questions to Avoid and Why



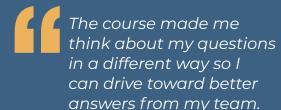
Your Date Here



In-person or online



16-Person Max



Loved learning how the questions you ask govern how you listen, along with seeing the different approaches to framing questions.

Great course! Have already put the new techniques into practice with positive results.

What are the better questions you should be asking?

How can you improve your current questions and enhance your team's thinking?

In this workshop you will learn to:

- Ask the questions that will transform your 1:1s into meaningful and productive conversations.
- Leverage the question structures that give insight into what is really important to a person (vs. what they indicate is important).
- Improve the level of engagement and meaninful contributions in your meetings.
- Increase the uptake of your ideas or proposals by learning the questions that reveal your business partner's essential problem to be solved.
- Redirect unproductive circular talk focused on minor issues when presenting proposals in decision review meetings.

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