

# ASK **THIS** INSTEAD

*Typical Management Questions to Avoid and Why*



Your Date Here



In-person or online



16-Person Max



*The course made me think about my questions in a different way so I can drive toward better answers from my team.*

*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 meaningful 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.

**Better Questions ▶ Powerful Insights  
▶ Richer Discussions ▶ Improved  
Business Outcomes**