

Ask the Better Question® Series

Improving Decision Board Sessions by Asking the Better Question



Mar 18-19 10:30-12:30 EST

Apr 16-17 10:30 - 12:30 EST



Live Webinar



16-Person
Maximum

Book a Private
Workshop

Register Now

What are the critical questions leaders *need* to be asking when faced with key decisions?

The leader of a working session has two essential challenges:

1. Listening carefully to understand the dynamics of the group.
2. Asking the better questions that will move the group forward.

In this workshop you will learn how to:

- diagnose and skillfully redirect unproductive talk and behaviors,
- ask questions that trigger productive dialog for progress by the group,
- learn methods to engage all participants and not just a few dominant players,
- refocus the group on the strategic question to get out of the rabbit holes.
- make biases discuss-able and not limiting for the group and,
- foster the dialogue that clarifies trade-offs to guide a more productive discussion.

Bring your situation to the workshop and gain new ideas for how to design and handle board discussions as you apply what you learned.

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Distinctive Topics

ASKING THE BETTER QUESTION®

- Discover how to ask questions that respect the individual while clarifying critical issues
- Learn the different question structures that draw out the underlying thinking

DIAGNOSING THE CONVERSATION

- Practice tools and questioning methods that help a group reach alignment regarding objectives and differing perspectives
- Gain insight into how to listen differently, and use those insights to create more productive discussions

DESIGNING THE EFFECTIVE DECISION BOARD SESSION

- Learn techniques that create focus for time-constrained leadership groups
- Work on questioning flows that ensure commitment to action
- Apply design concepts that create a much clearer meeting purpose
- See how writing agendas as questions keeps the conversation on track



Past participant questions (*What would be yours?*)

- “When an upper-level decision board member says something, I don’t get the sense that the rest of the decision board fully understands his perspective...but no one asks for clarity. Should I step in? If so, what’s the best way to do so?”
- “We get derailed with too many side conversations. What’s a question I can ask to refocus the discussion?”
- “My decision board members tend to ask more detailed questions that reflect their previous technical backgrounds. How do I mitigate this?”
- “The leadership team keeps deferring to the project team, but then critiques their responses. How should I handle this (especially given that the leadership team is three levels above me)?”



Past participant takeaways

- “I am not doing my homework! Need to be much better prepared with my questions ahead of the meeting.”
- “I need to ask my questions in a different way.”
- “Biggest learning is to use my facilitation skills as much as or more than my presentation skills.”
- “I need to purposefully think about the questions ahead of time to drive towards the needed answers.”
- “Be mindful of my word choice on questions.”
- “Think about how to move the conversation from venting or posturing towards direction through asking questions.”
- “Need to be much better prepared: design is critical.”

PRACTICE-BASED INSTRUCTION

Katherine Rosback is a recognized facilitation expert and published author. She provides consultation and instruction to Fortune 500 organizations in a variety of industries in the areas of decision team facilitation, strategic planning, and leading business transformations. Her workshops have been taught around the globe for over three decades to rave reviews. Katherine has a B.S. in Chemical Engineering, a Masters in Organizational Communication, and is the author of the book, *Asking is Better Than Telling*.

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