

# The Power of Asking Questions: A Coaching Tool for Leaders



## FORMULATING IMPACTFUL QUESTIONS TO SHIFT PERSPECTIVES AND IMPROVE DIALOGUE

Are you a “tell” leader or know someone who is? A tell-leader is someone who seldom asks questions but almost always offers advice or direction. The problem with “telling” is that information is left uncovered because the “teller” is me-centered and not others-centered, focusing more on getting their message across rather than hearing the message of the other person. Powerful questions get the other person to think and move them to an action or commitment. Questions can change someone’s habit of thought and in return change their behavior which affects their results.

### Who should attend this workshop?

- Individual Contributors
- First-time Managers
- Senior Leaders
- HR Practitioners
- Team Leads

### Key Benefits:

Improved listening skills to improve dialogue, better communication, enhanced problem solving abilities, and personal growth.

### Learning Design:

Experiential learning, scenario-based learning, and interactive exercises.

