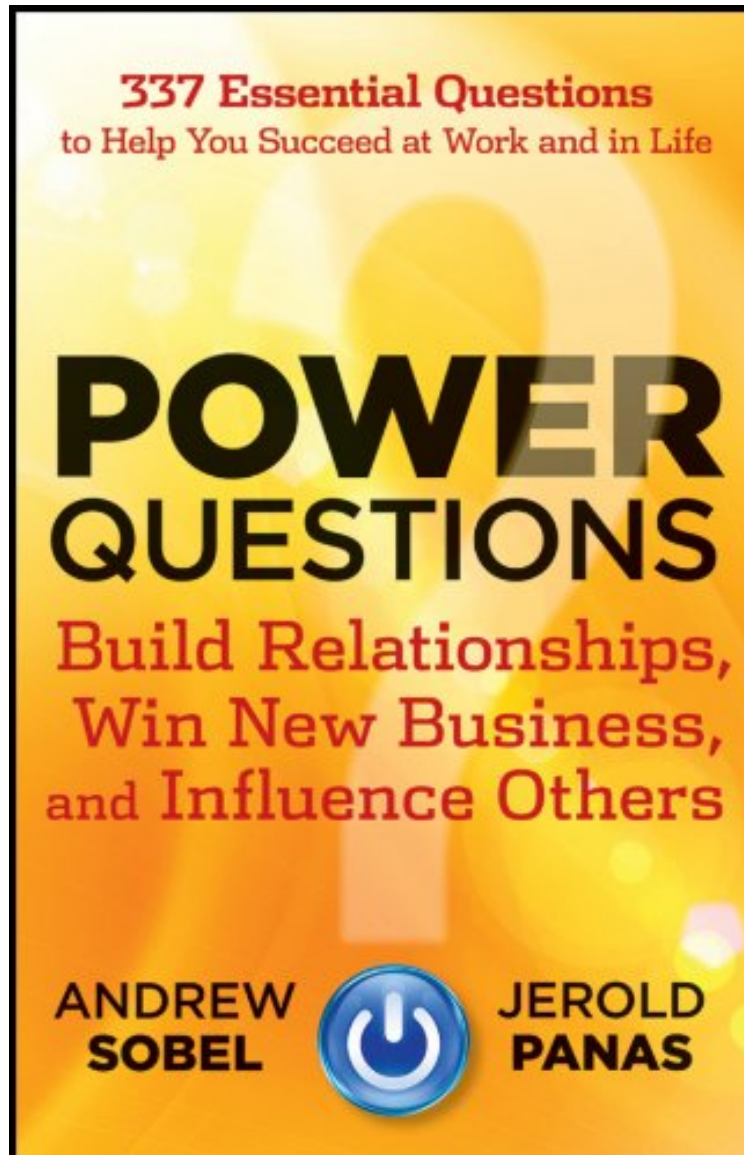


[Download] Power Questions: Build Relationships, Win New Business, and Influence Others

Power Questions: Build Relationships, Win New Business, and Influence Others

Andrew Sobel, Jerold Panas

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Panas is an excellent book that highlights over 300 essential questions that can lead to deeper meaningful answers. In each short chapter, they highlight a question(s) using their real life professional experiences consulting with hundreds of management teams. They go into detail on 44 of these questions and give a list of 293 more in the back to use in different situations. Quite often I've been on the phone with a CEO or management team and you can sense they want to say more. A simple question the authors talk about which I'd like to use more effectively is "Can you tell me more?" Or when someone is complaining about someone and you need to refocus them on fixing the problem, "What do you wish they would do more of?" Let me give you an example of a bad question [the authors agree] to ask in a first-time meeting with management: "What Keeps You Up At Night?" Early in my investing career I used to ask this question, until one day I asked it to an executive and he replied, "Son, do you expect me to tell you the truth? I don't even know your name." He was right. It was a stupid question to ask him, and I immediately took it out of my question set. Don't expect a personal and real answer from a person you don't have a personal and real relationship with. "What keeps you up at night?" is an impersonal lazy question to ask someone you barely know. The first step to asking great questions is listening more and talking less. Power questions can be very potent and influential. Add them to your life. You will enjoy *Power Questions: Build Relationships, Win New Business, and Influence Others* 3 of 3 people found the following review helpful. Straight forward and full of useful information that's relevant. By Bebe You want to get better at networking or overall hack a way to get to know people better in a short amount of time... so you think, "Oh my! I want to learn to ask better questions." WELL this is the best book I have found so far. It outlines a scenario, tells you what to say and why, and provides a practical scenario. I'm learning so much from this book. Some of the questions I use and it's reassuring, some I can't wait to use. Highly recommend for the business professional seeking solid insights. 3 of 3 people found the following review helpful. Read this book before you prospect to me! By Consumer I have read most of the best selling books on sales and business management over the last 30 years. I rank Andrew's book in the top 5. He delivers current strategy clearly and concisely while introducing us to fascinating business people. One of the greatest gifts this book offers is advice on what NOT to do and what doesn't work anymore. His choice of war stories allows us to be a "fly on the wall" during high-level discussions where the conversations tackle some of our most challenging business issues. As he recounts these discussions, he clearly identifies the skills he is using, why he is using them and how they effect the outcomes. I was nearing the end of the book and patting myself on the back for buying it when I turned what I thought was going to be the last page, only to find that Andrew ends the book with an avalanche of more useful information. This book will influence the way I approach everyone I interface with, become required reading for my management team and sales people as well as be my choice for the next book club pick for everyone in the company. Thanks to Andrew for sharing.

An arsenal of powerful questions that will transform every conversation Skillfully redefine problems. Make an immediate connection with anyone. Rapidly determine if a client is ready to buy. Access the deepest dreams of others. *Power Questions* sets out a series of strategic questions that will help you win new business and dramatically deepen your professional and personal relationships. The book showcases thirty-five riveting, real conversations with CEOs, billionaires, clients, colleagues, and friends. Each story illustrates the extraordinary power and impact of a thought-provoking, incisive power question. To help readers navigate a variety of professional challenges, over 200 additional, thought-provoking questions are also summarized at the end of the book. In *Power Questions* you'll discover:
The question that stopped an angry executive in his tracks
The sales question CEOs expect you to ask versus the questions they want you to ask
The question that will radically refocus any meeting
The penetrating question that can transform a friend or colleague's life
A simple question that helped restore a marriage
When you use power questions, you magnify your professional and personal influence, create intimate connections with others, and drive to the true heart of the issue every time.