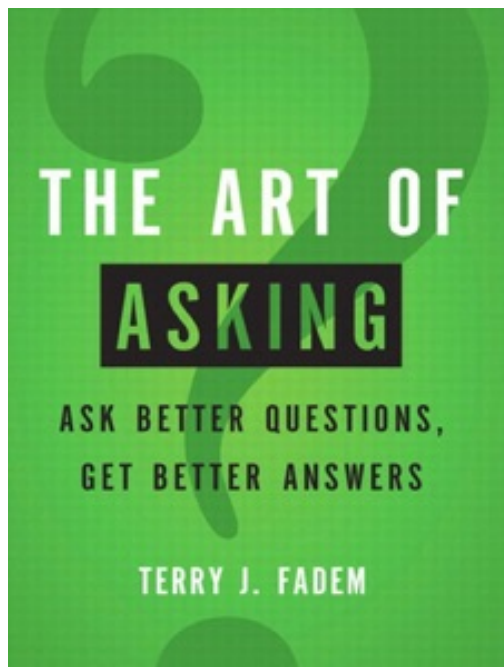


Scaricare Online Book Italiani Art Of Asking, The: Ask Better Questions, Get Better Answers - Terry J. Fadem



Scaricare online book Italiani Art of Asking, The: Ask Better Questions, Get Better Answers Terry J. Fadem , This is the eBook version of the printed book.

Ask the Right Questions in the Right Ways...And Get the Answers You Need to Succeed!

Discover the core questions that every manager needs to master...how to avoid the mistakes business questioners make most often...ten simple rules for asking every question more effectively. Learn how to ask tough questions and take control of tough situations...use questions to promote innovation, drive change, identify hidden problems, and get failing projects back on track.

Ask better questions, get better answers, achieve better results!

We've all met the corporate inquisitor: the individual whose questions seem primarily intended to terrify the victim. The *right* goal is to *solve the problem*--and to build a more effective, collaborative organization where *everyone* learns from experience, and *nobody's* too intimidated to tell the truth.

That means asking the *right* questions in the *right* ways. This book will teach you how to do precisely that. Terry J. Fadem shows how to choose the right questions and avoid questions that guarantee obvious, useless answers...how to help people give you the information you need...how to use body language to ask questions more effectively...how to ask the innovative or neglected questions that uncover real issues and solutions.

You'll learn how to adopt the attributes of a good questioner...set a goal for every question...use your personal style more effectively...ask tough questions, elicit dissent, react to surprises, overcome evasions, and more. Becoming a better questioner may be the most powerful thing you can do right now to improve your managerial effectiveness--and this book gives you all the insights, tools, and techniques you'll need to get there.

Evaluate your current "questioning" skills...

...then systematically improve them

Choose better questions...

...and ask them the right way

Ask tough questions more effectively

Get at the truth, uncover the real problem, and solve it

Master the crucial nonverbal aspects of asking questions

Finding your best style and the right body language

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