

The Power of the Question

1. Given we only have 10 minutes, how can I best help?
2. If someone was observing this objectively what would their advice be?
3. What do you need to do to not have any regrets about how you'd dealt with this?
4. What's a small step, and what's getting in the way of you acting on that?
5. What would I say if I was going to challenge you on your part in this?
6. What is the most important question here?
7. Of all the parts here we could focus on, what's going to move us forward?
8. What would we do if we were going to make this worse?
9. What are your top 3 drivers here? (Eg Keeping the contract at all costs, preserving a long term relationship with the client, maximising revenue).
10. What opportunity is this giving us that we might be missing?