



ASK, DON'T TELL

"We live in the world
our questions create."

David Cooperrider

WHAT IS YOUR STORY?

Take some time to bring out the best in others through better question skills.

What's on your mind?

Let's talk about the thing that matters most.
Conversation starter...Out of curiosity, what's on your mind?

And what else?

Tell less and ask more. Stay curious. Stay genuine.
Ask one more time...and know when to stop.

What's the challenge?

Then, **what's the real challenge?** Then again, **what's the real challenge for you?**

What do you want?

Ask what, not why.

How can I help?

Let them ask. Direct and clear.

If you're saying 'yes' to this, what are you saying 'no' to?

The strategic question.

What was the most useful for you?

Pause and reflect.

It is well known that a critical part of innovation and creativity is the ability to 'ask the right question'. When you ask the right question, the human brain starts the natural process of investigation, deliberation and decision.