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

Description:

"The greatest gift you can give someone is to ask what he or she thinks and truly listen to the answer. Sobel and Panas turn this powerful idea into practical, compelling advice by asking questions that reveal surprising, often life-changing answers."

Ralph W. Shrader, Chairman and CEO, Booz Allen Hamilton

"This book is amazing. It packs a wallop. It helps set your conversations on the right track and enhances your ability to listen. It gets you inside the mind and heart of a person. I strongly recommend it."

John Schlifske, Chairman and CEO, Northwestern Mutual

"Reading Power Questions is like listening in on the most amazing array of private conversations with CEOs, politicians, religious authorities, and entrepreneurs. A joyous read."

David Sable, Global CEO, Young & Rubicam

"In Power Questions, Andrew Sobel and Jerry Panas show how to drill deep in any situation by identifying the precise question that is begging to be asked. Read this remarkable book and keep it handy, because these questions have the power to enrich every segment of your life."

Ken Blanchard, coauthor of The One Minute Manager and Leading at a Higher Level

"At the White House, I learned the art of answering questions, but all the time I thought to myself, the trick is to ask the right question. Andrew and Jerry nail that art. This book is indispensable for tapping the power of successful communication. A must-read!"

Mike McCurry, former press secretary for President Bill Clinton

"Power Questions is easy to pick up, but hard to put down. Andrew and Jerry give a veritable playbook for building stronger relationships. Whether you read it cover to cover or just open a page to prepare for a new meeting, it's a valuable resource no matter where you are in your career."

Frank D'Souza, CEO, Cognizant

"Andrew Sobel and Jerry Panas have developed the thought-provoking thesis in their book of the importance of asking questions to tailor advice and build relationships. Their work is illustrated with plenty of examples—some humorous, others dramatically pertinent—and their premise becomes more convincing page by page."

Sir Winfried Bischoff, Chairman, Lloyds Banking Group

Contents:

1. Good Questions Trump Easy Answers 3
2. If You Don't Want to Hit Bottom, Stop Digging the Hole 7
3. The Four Words 13
4. When the Sale Is Stuck 17
5. Mission Isn't Important. It's Everything 23
6. Get Out of Your Cave 27
7. Begin at the Beginning 33
8. Start Over 39
9. You Can Overcome Anything If You Understand Why 43
10. In a Hushed Moment 47
11. Is This the Best You Can Do? 53
12. No Gorilla Dust 59
13. Bury the Cliches 63
14. Don’t Let Anyone Steal Your Dreams 69
15. Silence Can Be the Best Answer 73
16. The Greatest Teacher 77
17. Push Open the Flood Gate 83
18. The Essence of Your Job 87
19. A Tempest-Tossed Topic 91
20. The Road Taken 97
21. Who Do You Say I Am? 103
22. That Special Moment in Life 109
23. Your Plans or Their Plans? 115
24. Never Look Back Unless You Plan to Live That Way 121
25. How to Stop the Snorting 127
27. Always Faithful 135
28. I Used to Be Indecisive But Now I’m Not Sure 141
29. Blah Blah Blah 145
30. Why Is This Day Different? 149
31. Never Too Late 153
32. Take Stock of Your Life 159
33. The Heart of the Matter 165
34. Capture the Moments 169
35. The Awe and Wonder of the Power Question 175
Not Just for Sunday 181
293 More Power Questions 183
About the Authors 203
Ordering:

Order Online - http://www.researchandmarkets.com/reports/2218368/

Order by Fax - using the form below

Order by Post - print the order form below and send to

Research and Markets,
Guinness Centre,
Taylors Lane,
Dublin 8,
Ireland.
Fax Order Form
To place an order via fax simply print this form, fill in the information below and fax the completed form to 646-607-1907 (from USA) or +353-1-481-1716 (from Rest of World). If you have any questions please visit http://www.researchandmarkets.com/contact/

Order Information
Please verify that the product information is correct.

Product Name: Power Questions. Build Relationships, Win New Business, and Influence Others
Web Address: http://www.researchandmarkets.com/reports/2218368/
Office Code: SC

Product Format
Please select the product format and quantity you require:

<table>
<thead>
<tr>
<th>Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hard Copy (Hard Back):</td>
</tr>
</tbody>
</table>

* Shipping/Handling is only charged once per order.
* The price quoted above is only valid for 30 days. Please submit your order within that time frame to avail of this price as all prices are subject to change.

Contact Information
Please enter all the information below in BLOCK CAPITALS

Title: [ ] Mr [ ] Mrs [ ] Dr [ ] Miss [ ] Ms [ ] Prof
First Name: ___________________________ Last Name: ___________________________
Email Address: * ___________________________
Job Title: ___________________________
Organisation: ___________________________
Address: ___________________________
City: ___________________________
Postal / Zip Code: ___________________________
Country: ___________________________
Phone Number: ___________________________
Fax Number: ___________________________

* Please refrain from using free email accounts when ordering (e.g. Yahoo, Hotmail, AOL)
Payment Information

Please indicate the payment method you would like to use by selecting the appropriate box.

☐ Pay by credit card: You will receive an email with a link to a secure webpage to enter your credit card details.

☐ Pay by check: Please post the check, accompanied by this form, to:
Research and Markets,
Guinness Center,
 Taylors Lane,
 Dublin 8,
 Ireland.

☐ Pay by Wire Transfer: Bank details will be provided on the invoice which you will receive after you place your order with us.

If you have a Marketing Code please enter it below:

Marketing Code: ________________________________

Please note that by ordering from Research and Markets you are agreeing to our Terms and Conditions at http://www.researchandmarkets.com/info/terms.asp

Please fax this form to:
(646) 607-1907 or (646) 964-6609 - From USA
+353-1-481-1716 or +353-1-653-1571 - From Rest of World