

WEEK 10

Challenge: Develop Your Own Power Questions

- ✓ First, read or listen to **Week 10: Develop Your Own Power Questions** in *It Starts with Clients* (pages 157-171 in the hardcover version)

Throughout history, great thinkers and leaders have used questions to teach, uncover the truth, and focus people on the most important issues. A good Power Question is usually open-ended. It may shift the conversation to the other person—to their interests, needs, thoughts and feelings. It gets you focused on the right issues. It uncovers what is not being spoken. It engages the other person—sometimes by asking them to self-assess. It provokes self-reflection. It encourages the other person to think about issues or aspects of the problem they had not previously considered.

Assignment

Develop Three Power Questions for Your Next Client Meeting

Think about an upcoming client meeting. Develop three Power Questions that will be appropriate given the context for the meeting, your goals for the discussion, and the stage of development of the relationship.

As you develop these questions, test their strength by assessing which Power Questions criteria they fulfill, using the worksheet on the next page. Remember: No single question will meet ALL of the criteria, but it should meet at least several of them.

What are your three Power Questions?

1. _____

2. _____

3. _____

Rating Your Power Questions

| Characteristics of Power Questions | Rate Your Question 1=Doesn't meet this criteria 2=Somewhat meets this criteria 3=Meets this criteria | | |
|---|--|---|---|
| 1. Open-ended | 1 | 2 | 3 |
| 2. Surprising | 1 | 2 | 3 |
| 3. Focus the conversation on the right issues | 1 | 2 | 3 |
| 4. Uncover the agenda | 1 | 2 | 3 |
| 5. Identify root causes | 1 | 2 | 3 |
| 6. Explore full context | 1 | 2 | 3 |
| 7. Create personal knowledge | 1 | 2 | 3 |
| 8. Engage through self-assessment | 1 | 2 | 3 |