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The Sales Question That Will Draw People Out - Ch. 17, Power Questions

The Non-Cliché Question That Gets a Sales Prospect Involved - Ch. 18, Power Questions
How to Create a Learning Culture through Questions - Ch. 16, Power

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Questions Andrew Sobel How to Make Meetings More Efficient and Focused - Ch. 28, Power Questions Power Questions Andrew Sobel

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

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Power Questions is about the productive use of questions in a variety of contexts. Co-authors Andrew Sobel and Jerold Panas are experts on client loyalty and fundraising, respectively. “ The need to be heard turns out to be one of the most powerful motivating forces in human nature...

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Power Questions: Build Relationships, Win New Business ...

Power Questions, put simply, are open-ended questions that engage the other person in a thought-provoking conversation. They uncover the real issues that need to be discussed. They help you get to the root cause of important problems and dilemmas. They reframe the conversation in new, transformative ways.

Four Types of Power Questions | Andrew Sobel

I ' m a long-time fan of Andrew Sobel ' s books, so I was pleased to see his book Power Questions had been adapted to an app. The questions are organized by topic, so the content is easily navigable. My favorite

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aspects of the Power Questions app are the videos. Sobel brings to life a few key themes in each brief video. He ' s really engaging!

[Power Questions on the App Store](#)

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I ' ll walk you clockwise around this “ Power Questions matrix, ” shown below. In the lower left quadrant, you ' ll ask rational or analytical questions about execution:

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“ How are you going to do that ” or “ What is your timing? ” or “ How will that initiative impact your ability to stay close to your customers? ” and so on.

How To Ask Powerful Questions | Andrew Sobel

Here are some of the key power questions you must ask when this happens “ Thank you for raising this with me. Can you tell me any other facts or background information about what happened? ” “ Can you say more about that? ” (This demonstrates your interest and helps explore the problem more deeply.) ...

10 Power Questions To Get You Through The Toughest ...

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Andrew Sobel has written eight best selling books on how to develop enduring professional relationships. His most recent work is Power Questions: Build Relationships, Win New Business, and...

Ask These Power Questions To Make Meaningful

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Connections

Power Questions is about the productive use of questions in a variety of contexts. Co-authors Andrew Sobel and Jerold Panas are experts on client loyalty and fundraising, respectively. “ The need to be heard turns out to be one of the most powerful motivating forces in human nature...

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