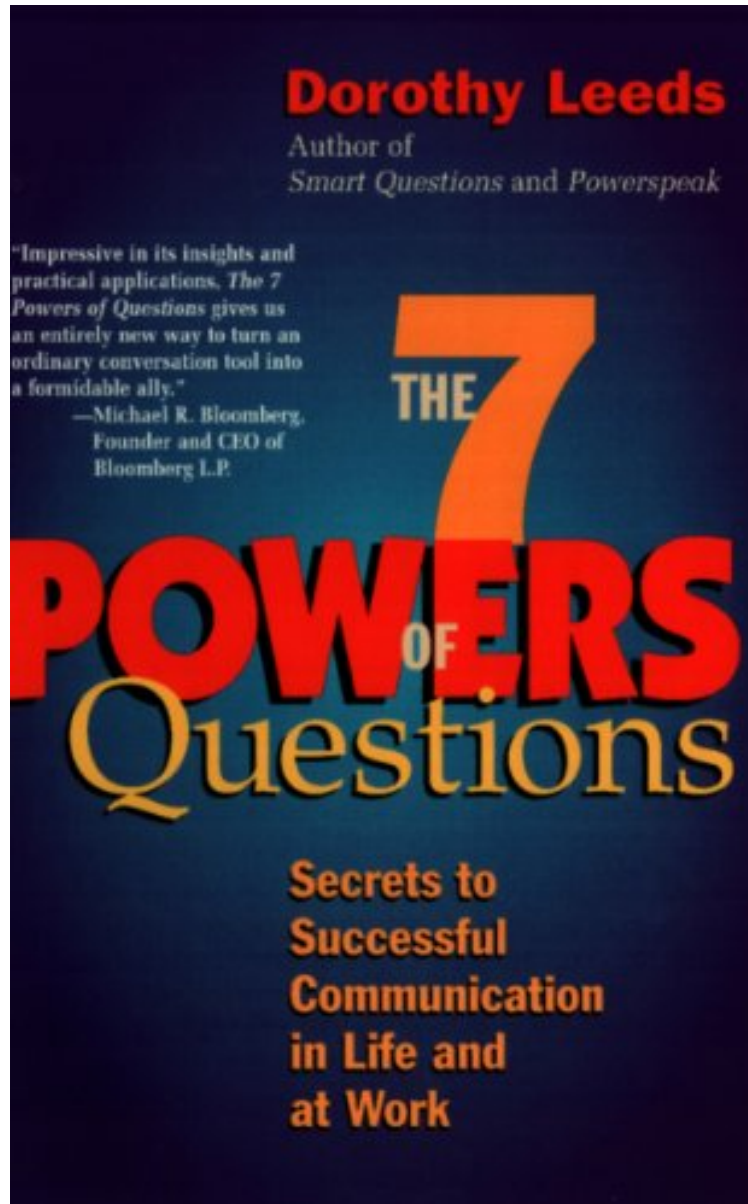


(Download) The 7 Powers of Questions: Secrets to Successful Communication in Life and at Work

The 7 Powers of Questions: Secrets to Successful Communication in Life and at Work

Dorothy Leeds

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4 of 4 people found the following review helpful. A fresh look at questionsBy H. HeuserAs I delved deeper into this

book I liked it more and more. The message, while presented differently with each chapter, was consistent. The book is long enough that the repetition of the information applied to different situations that any person may encounter in their lives that it really starts to sink in. By the time I was half way through the book I found myself applying the concept of asking questions in my financial counseling practice. I particularly like the "probing questions", or the "super probes" to close a "sale". Additionally, the concept of letting others talk themselves into the solution was very insightful. Thank you for the excellent examples and real life applications to the concepts. 0 of 0 people found the following review helpful. Five Stars By Customer It's all about communication! Very well written on how to communicate more effectively. Ask, but you must listen. 0 of 0 people found the following review helpful. Use of Questions By Janet Cherry I am a big fan of Dorothy Leeds. Was not familiar with this publication and decided to add it to my library. Not disappointed. Useful information to add to workshop comments and to emphasize the importance of questions rather than always using statements.

Questions...? demand answers ? stimulate thinking ? give us valuable information ? put us in control ? get people to open up ? lead to quality listening ? get people to sell themselves They're an essential tool of the seeker and the problem-solver, and in our personal and professional lives, they can make the difference between getting what we want and going without. Questions have power-and by harnessing that power, we can change our world. This unique book reveals the seven powers of questions-and shows how to use them most effectively. Learn how questions can improve relationships, help determine what people really want, uncover opportunities, persuade others, and get more out of every business or personal encounter.