

[PDF] Power Questions: Build Relationships, Win New Business, And Influence Others

Andrew Sobel, Jerold Panas - pdf download free book



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Description:

An arsenal of powerful questions that will transform every conversation

Skillfully redefine problems. Make an immediate connection with anyone. Rapidly determine if a client is ready to buy. Access the deepest dreams of others. *Power Questions* sets out a series of strategic questions that will help you win new business and dramatically deepen your professional and personal relationships. The book showcases thirty-five riveting, real conversations with CEOs,

billionaires, clients, colleagues, and friends. Each story illustrates the extraordinary power and impact of a thought-provoking, incisive power question. To help readers navigate a variety of professional challenges, over 200 additional, thought-provoking questions are also summarized at the end of the book.

In Power Questions you'll discover:

- The question that stopped an angry executive in his tracks
- The sales question CEOs expect you to ask versus the questions they want you to ask
- The question that will radically refocus any meeting
- The penetrating question that can transform a friend or colleague's life
- A simple question that helped restore a marriage

When you use power questions, you magnify your professional and personal influence, create intimate connections with others, and drive to the true heart of the issue every time.

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