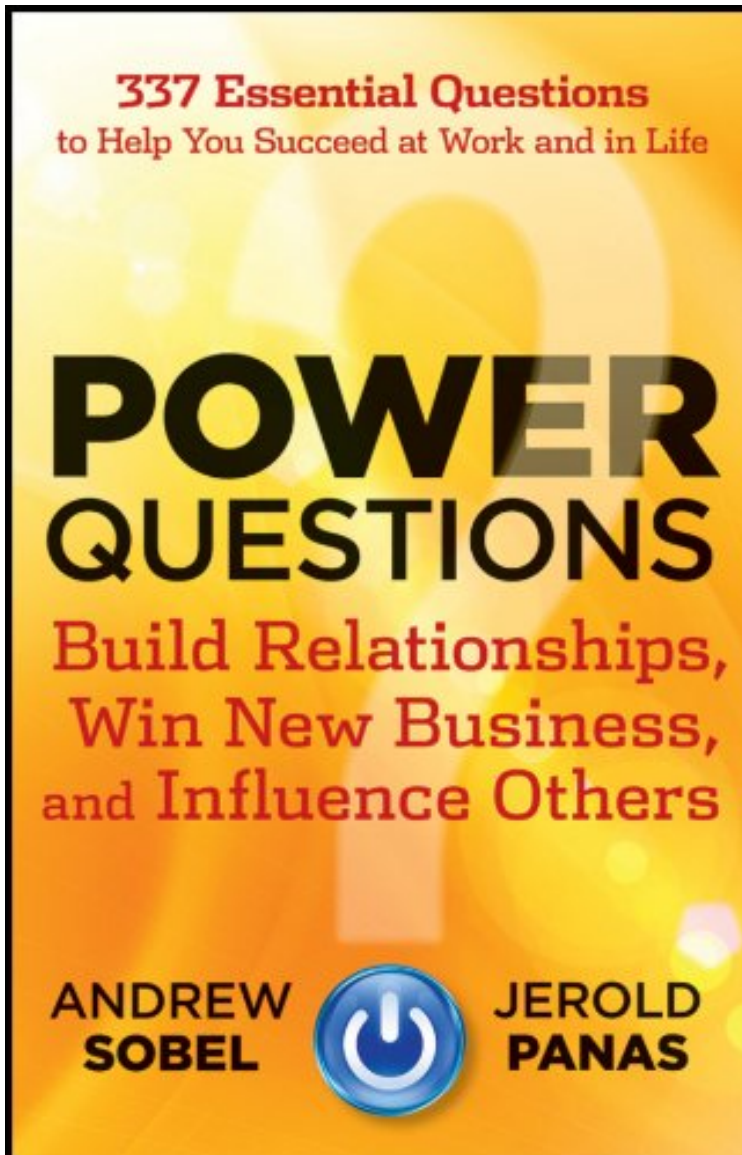


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Power Questions: Build Relationships, Win New Business, and Influence Others



*Par Andrew Sobel, Jerold Panas
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Description :

Prsentation de l'diteurAn 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.

Revue de presse A powerful question can turn a tepid conversation into a revealing encounter, as demonstrated by Andrew Sobel and Jerold Panas in their engaging new book, *Power Questions...first-rate and very helpful*. *The Globe and Mail* *Power Questions...is already my favorite, keep it close at hand* business book. I read the book in a single sitting and within 24 hours landed a speaking engagement by asking a few of the 337 Essential Questions that Sobel and Panas have carefully matched to 35 common business-related situations. *Forbes.com* Forget trying to be brilliant or clever on your feet to sell a prospect. Power questions will refocus meetings, stop people in their tracks and help you win new business. *American Express.com*, Top 10 Business Books for the Summer An inspirational read...strongly recommended *Midwest Library Journal* 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 gets you inside the mind and heart of a person. I strongly recommend it. *John Schlifske*, Chairman and CEO, *Northwestern Mutual* *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* 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* Reading *Power Questions* is like listening in to the most amazing array of private conversations with CEOs, politicians, religious authorities, and entrepreneurs. A joyous read. *David Sable*, Global CEO, *Young Rubicam* 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, and their premise becomes more convincing page by page. *Sir Winfried Bischoff*, Chairman, *Lloyds Banking Group* Presentation de l'auteur 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.