

You're a lot better off "Asking" than you are "Telling"

I guess I am one of the fortunate ones that has finally learned the POWER of asking questions. It is amazing what can be accomplished or learned by just asking questions. You can become a better boss, manager, salesperson, friend, spouse by just asking questions.

If you are the one doing all the talking, you are not giving yourself the opportunity to learn anything; so, if you want to learn something, why not ask a question and then shut-up and listen. Let their answers lead you to other questions.

I have found that in most cases, people love to talk. So, by asking questions and letting them answer, you are allowing them to do what they like, thus making them comfortable, resulting in their seeing you in a more favorable light.

You can also steer the conversation in the direction you want it to go by merely asking the right questions, allowing them to tell you what you need to know. It has been said that you can gain and hold someone's attention better with a question than a statement. As long as you ask questions in a manner that invites a response rather than putting them on the defensive, you will be successful in learning more about the person, situation, problem, condition, etc. But remember two things...

- ❶ Listen to what is being said, *and what isn't*, and
- ❷ If you don't want to know the answer or intend to do nothing about what you hear ... ***Don't Ask!***

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