

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

Jerold Panas, Andrew Sobel - pdf download free book

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Author: Jerold Panas, Andrew Sobel

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Description:

Review

“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**

--This text refers to the edition.

From the Inside Flap

Unlock the power of great questions

What do you think most engages a prospective client, or makes a lasting impression on someone you've just met? The popular belief is that we win business by being clever and quick on our feet, and that our brilliance—saying just the right thing—is what attracts others. But as *Power Questions* compellingly demonstrates, knowing the right question to ask is actually far more important than having a ready answer.

Power Questions can immediately help you win more business, deepen your relationships, and connect with people more rapidly than you ever thought possible. It shows you how to use thought-provoking questions to engage prospects and uncover their most pressing issues. It gives you the tools to get inside the heart and mind of anyone you meet. In thirty-five inspiring chapters, you'll meet a fascinating group of men and women. Through these riveting, real-life stories, you'll learn exactly how each power question was used and the impact it had. You'll discover how you can transform your daily conversations—and even someone's life—through powerful questions that

anyone can master.

You'll learn how Steve Jobs asked a single motivating question that led to breakthrough results in developing the Macintosh personal computer. You'll see how an unasked question cost a major company a huge project bid. Other powerful examples include:

- 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 can radically refocus any meeting
- A simple question that helped restore a marriage
- The penetrating question that can transform the life of a friend or colleague

Put these questions to use and you will connect more deeply with your clients, drive quickly to the heart of problems, and unlock your professional and personal influence in unexpected and delightful ways.

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