



Inquiring Leadership for Exceptional Results: Using the Art of the Question

Course Purpose

Many businesses do not understand that bottom and top line results *depend* on asking the right questions, and those businesses that ask wrong questions or miss critical ones, usually experience costly outcomes in terms of wasted time, money, and energy. We help our clients recognize that they can't get the right answers without the right questions. At *Strategic Leadership Resources*, we have pioneered the business applications of Inquiring Leadership™. Inquiring Leadership™ consists of concepts, methods, and tools for transforming thinking, actions, and results through intentional and skillful question asking; questions asked of others as well as self.

Although clients' circumstances differ and project dimensions are diverse, our approaches consistently and effectively enable them to resolve their issues and achieve or exceed their goals. Our question-based approach to resolving current problems, preventing future ones, and projecting and accomplishing new initiatives is uniquely powerful.

With high job demands a continuous reality, true teamwork can increase the quality of thinking and relationships that lessen stress while increasing effectiveness and efficiency of outcomes. Collaboration and the use of data and information to influence priority setting and decisions are important themes in our program, **Inquiring Leadership for Exceptional Results**. Questions are a primary source for increasing the effectiveness of thinking and collaboration between individuals and stakeholders.

Course Outline

At the end of this program, participants will gain:

- The awareness of the practical power and importance of self-inquiry and interpersonal questions for all applications.
- The ability to increase the quantity and quality of the questions asked of colleagues as well as self, including learning how to distinguish between questions that help and those that hinder progress.
- The ability to immediately apply what has been learned to collaborate on idea generation as well as in all communications; personally and at work.

Agenda

- Opening Exercise: Collaboration/Innovation Challenges
- Self-Assessment
- How Questions Work Behind Our Thinking
- Impact of Mindsets in our Approaches
- The Power of Self-Inquiry in making Smart Choices
- Moving to the Optimal Mindset for the most Strategic Choices
- Practical Preparation through the use of Questions
- Using Questions Strategically for all Meetings and Projects
- Innovation: Practical Methods for Moving Thinking in New Directions