



78 Important Questions Every Leader Should Ask and Answer (Paperback)

By Chris Clarke-Epstein

Amacom, United States, 2006. Paperback. Condition: New. Language: English. Brand New Book
****** Print on Demand ******. Great leaders have many talents, but one critical skill -- often
unrecognized -- is the ability to ask and answer questions. This unique book offers 78 questions that
leaders at all levels need to ask and answer both inside and outside the organization. Leaders who
master this question-response technique will gain much useful information about what is really
going on in their businesses, as well as the admiration of employees, customers, and others with
whom they interact. The questions and answers cover a range of common and uncommon
situations, including: the need to connect employees efforts to company goals; layoffs, business
downturns, and mergers; personal crises of employees; coaching and mentoring sessions; and
customer retention. The book even includes advice on answering questions when the answer is I
don t know or I can t tell you. With worksheets in each chapter, it prepares leaders to ask important
questions of: * Customers (Why do you do business with our competition?) * Employees (What s a
recent management decision you didn t understand?) * And even themselves (What...



Reviews

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