




# The Power of Questions

AJ Kruse, humanworks8

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# Q&X

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<p><b>#1</b> What makes a question <b>powerful</b>?</p>	<p><b>#2</b> Do you ever feel the need to <b>be right</b>?</p>	<p><b>#3</b> What does it mean to be <b>curious</b>?</p>
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**THINK BIG**

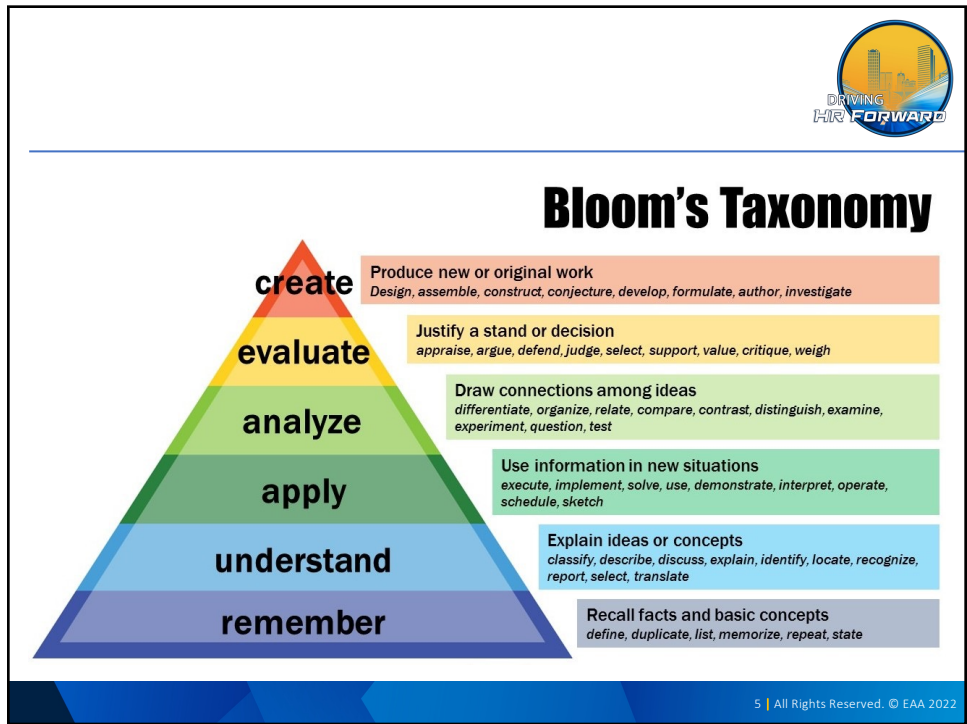
**ASK**

**Be Curious**



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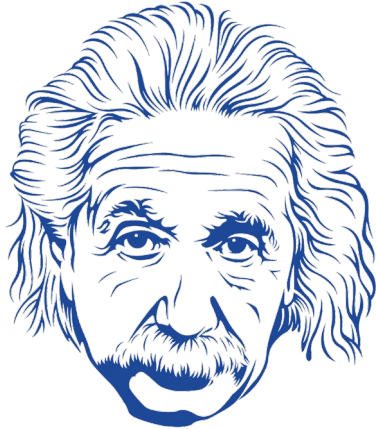
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*“I have no special talents. I am only passionately curious.”*

—Albert Einstein

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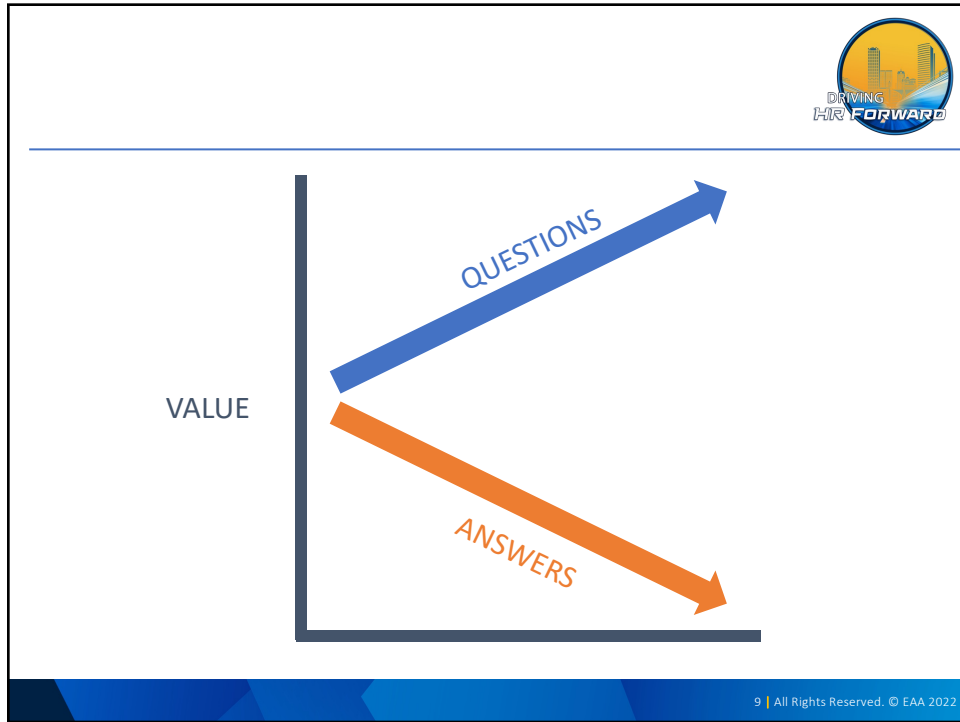


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**Which Are More Valuable:  
Questions or Answers?**

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9

The slide features the 'DRIVING HR FORWARD' logo in the top right corner. The main content is a large, bold, black text question centered on the page: 'What Do Leaders and/or Parents Tend to Do Rather Than Ask Questions?'. At the bottom right of the slide area, there is a small text string: '10 | All Rights Reserved. © EAA 2022'.

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# FONK

(Fear Of Not Knowing)

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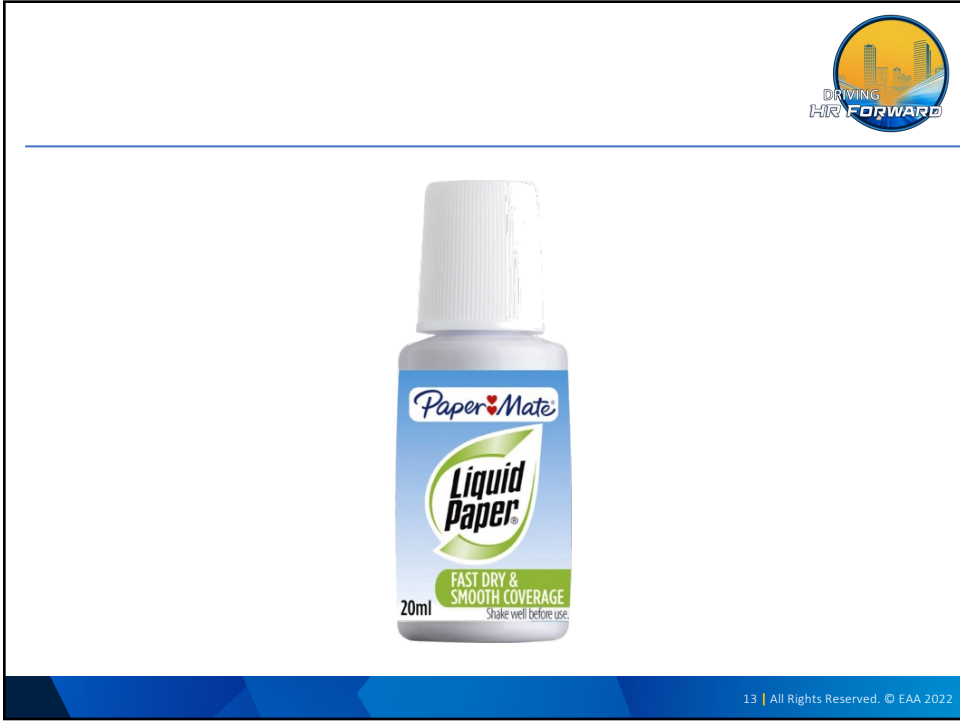


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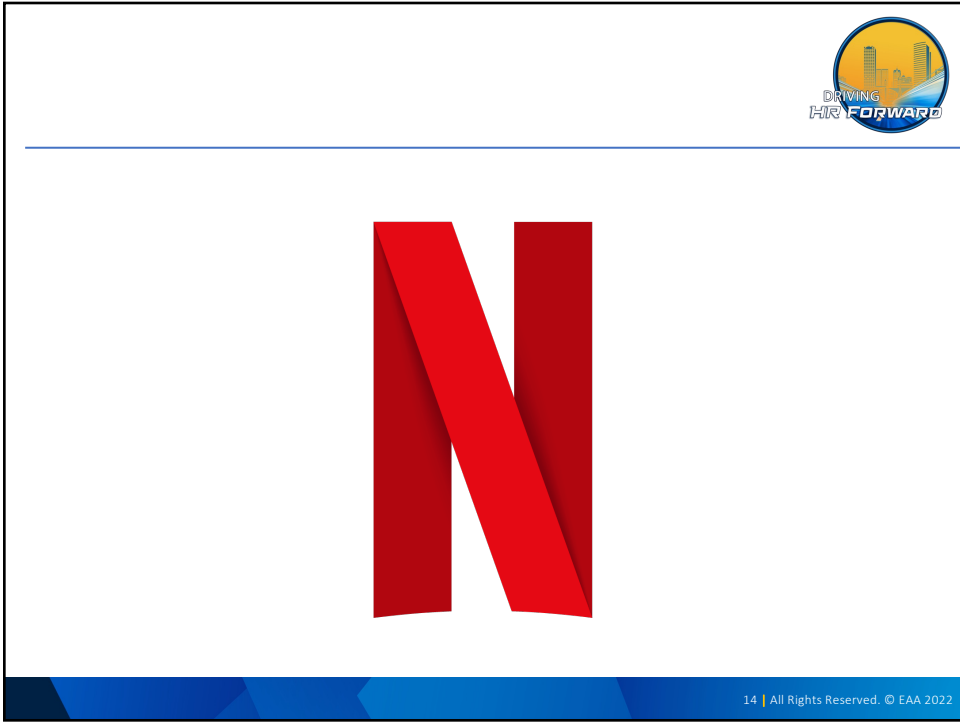
## If You Are Not Open to Questions, What Does That Say to Others?

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## So, What Are The Right Questions and How Do We Ask Them?

18




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**Why → What if → How**

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Oh no! What are we going to do?

vs.

What if this represents an opportunity for us?

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## #1 – Discover Their Vision of the Future

What needs to happen in the next year for you to be able to say you were successful?

21



## #2 – Stronger Teams

Who has a unique ability that could help us on this project?

22



## #3 - Interviews

Why this, why now?

I have learned about you and you about us.  
What would be 1-3 things I don't yet know about  
you that would be important to know to  
jump-start our working relationship?

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## #4 - Projects

What is the ideal outcome?  
What must be true when this project is finished?

What will get us the greatest results in the  
shortest time? What will get us the greatest  
results with the least effort?

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## #5 – Client Purpose

Why do you exist?  
What business are you really in?  
What do your customers value most?


25



## #6 - Coaching

Is this your best work?

26




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#7

Why are we doing this?

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#8

Do you mind if we start over?

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#9

What question haven't I asked that I should be asking?



#10

What's the most important thing we should be discussing today?



## Breakout

What is a question your industry should be asking right now?

**Primer:** How is your industry changing right now?

31



**What Is  
One Highlight  
-or-  
Something You  
Will Take Away?**

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32





*“Always the beautiful answer  
who asks a more beautiful  
question.”*

—e.e. cummings

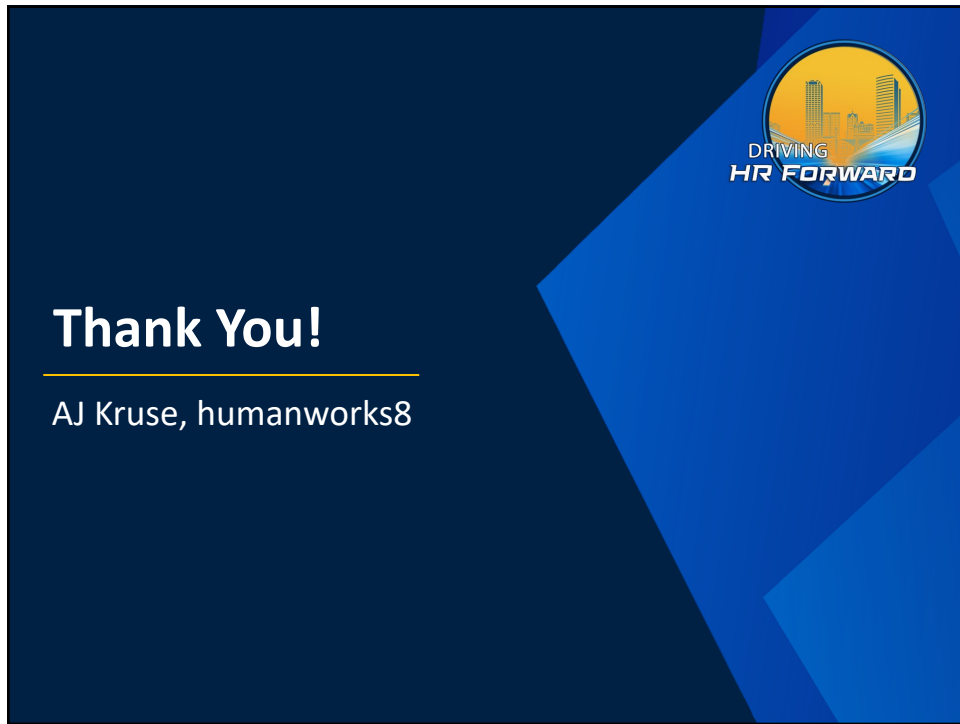
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## Other Questions

1. What are the biggest dangers to be eliminated? What keeps you up at night?
  - a. What are the biggest opportunities to be focused on and captured?
  - b. What are the biggest strengths that can be reinforced, maximized, and leveraged?
2. What worked about the experience? What didn't work? What would you do differently?
3. What in your life has given you the greatest fulfillment?
4. Is it a yes or a no?
5. What do you feel is the right decision for you?
6. What did you learn?
7. Can you tell me more?
8. What parts of the job do you wish you could spend more time on? What things do you wish you could do less of?
9. What is the most difficult question you have ever been asked?
10. How do you see me as a leader?
11. What have we decided here today?
12. What is a current frustration you have? What would be the ideal result if you took action?
13. What's your next question?
14. What can I do to improve the situation?
15. Is it true? Are you absolutely sure it's true? Who would you be if you didn't believe it?
16. What's the most effective way to communicate with you? Least effective?

34



35