

DOROTHY LEEDS

Author of
The 7 Powers of Questions
and *PowerSpeak*

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SMART QUESTIONS

*The Essential
Strategy for
Successful
Managers*

Smart Questions The Essential Strategy For Successful Managers

Dorothy Leeds



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Smart Questions Dorothy Leeds,2000 *Smart Questions* Dorothy Leeds,1988 A top management consultant Leeds shows how to turn ordinary conversational skills into impressive business tools Includes tips on how to ask the right person the right question at the right time reduce mistakes gain control over volatile situations and more *The 7 Powers of Questions* Dorothy Leeds,2000-09-01 Questions demand answers stimulate thinking give us valuable information put us in control get people to open up lead to quality listening get people to sell themselves They re an essential tool of the seeker and the problem solver and in our personal and professional lives they can make the difference between getting what we want and going without Questions have power and by harnessing that power we can change our world This unique book reveals the seven powers of questions and shows how to use them most effectively Learn how questions can improve relationships help determine what people really want uncover opportunities persuade others and get more out of every business or personal encounter **Leading with Questions** Michael J. Marquardt,2011-01-06 In *Leading with Questions* internationally acclaimed management consultant Michael Marquardt shows how you can learn to ask the powerful questions that will generate short term results and long term learning and success Throughout the book he demonstrates how effective leaders use questions to encourage participation and teamwork foster outside the box thinking empower others build relationships with customers solve problems and much more Based on interviews with twenty two successful leaders who lead with questions this important book reveals how to determine which questions will lead to solutions in today s complicated business world *The Manager's Guide to Coaching for Change* John L. Bennett,2024-09-03 Winner in the Leadership Mentoring Coaching category of the Goody Business Book Awards 2024 We live and work in a world of change Helping individuals and teams prepare for respond to and learn from change are critical for thriving Managers and leaders at all levels play a vital role in developing talent increasing performance and supporting transitions and transformations This book is about effectively coaching others in your role as a manager coach A manager coach is a person who uses coaching related knowledge approaches and skills to coach team members in the organization who report to them or who have sought their coaching In 16 chapters leaders at all levels human resource professionals and graduate students will find research based practical approaches to developing talent improving performance and supporting transformation Topics include the change coaching process theoretical foundations of coaching use of self in managerial coaching six coaching skills how to coach across differences specialty coaching peer team and executive ethical considerations for coaching and continuous development for manager coaches Provides models frameworks and tools that can be used to coach team members **The Essential Academic Dean or Provost** Jeffrey L. Buller,2015-10-05 The go to reference for academic leaders seeking practical answers to everyday challenges The Essential Academic Dean or Provost explains the how of academic leadership providing a practical comprehensive reality based reference for almost any problem challenge or opportunity This updated

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The Chameleon Consultant Andrew Holmes,2018-02-05 This title was first published in 2002 How do you add value to your clients Is it the process you use or the technical skills you deploy Or perhaps it s your ability to adjust the way you sell and deliver your services based upon your tacit understanding of your client s culture the way we do things round here Such chameleon like behaviour is fundamental to successful consulting and yet it is neither widely understood nor practised within the profession Until now This book describes a powerful way to improve the consultancy process from selling the service to delivering the engagement through a concept called cultural intelligence the missing dimension of effective consultancy By revisiting the consultancy process using a simple model of organizational culture this text creates a potent technique for tailoring the principal consultancy processes of selling relationship management account management and engagement management Such tailoring that ensures the consultant and consultancy firm can blend into their clients organizations more effectively and as a result add immediate and lasting value

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lead thousands of people and manage endless resources but may not have mastery over themselves Often leaders know that right action is important but have little if any understanding of what prevents them from acting in accordance with their intentions In this important book leadership expert Richard Daft portrays this dilemma as a struggle between instinct elephant and intention the executive using the most current research on the intentional vs the habitual mind to explain how this phenomenon occurs Based on current research and real life examples Offers leaders a method for directing themselves more productively Written by an expert in leadership organizational performance and change management Through real life examples and recent studies in psychology management and Eastern spirituality Daft provides guidance to all of us who struggle finding our own balance and cultivating the behavior of others **Smart Questions** Dorothy Leeds,2000-11-01

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