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| **From Bob Tiede July 13, 2015**  ***“What is the greatest achievement in your life?”***  This question has many levels to it. It contains the potential to create deep, multi-layered conversations. It raises additional questions: Is it possible to define a single greatest achievement? Do we mean professional achievement or in any sphere, such as personal and family life? How do we define achievement, after all? It is a powerful question that provokes deep thought and dialogue.  Even if the other person has difficulty citing a single experience, you will learn a great deal about them. (And by the way, be prepared to answer this question yourself, as it may get quickly turned around on you!)  ***When to use the question***   * When you want to deepen your relationship with someone and learn more about what is important to them.   ***Alternative versions of the question***   * “What is your most personally gratifying achievement?” * “What is the one achievement you are proudest of?” * “In thinking about all of your achievements, which one do you think other people will most remember, and why?”   ***Follow-up questions***   * “Why did you choose that particular one?”   ***Authors of***[*Power Questions:*](http://leadingwithquestions.us3.list-manage.com/track/click?u=4320a50bc672b2862b6f985c0&id=ded4b1632e&e=f8f9a9fe45)***Jerold Panas & Andrew Sobel –*Jerold Panas** is the world’s leading consultant in philanthropy and the CEO of Jerold Panas, Linzy & Partners, the largest consulting firm in the world for advising nonprofit organizations on fundraising. He can be reached at [Jerold Panas](http://leadingwithquestions.us3.list-manage.com/track/click?u=4320a50bc672b2862b6f985c0&id=e5ce299fed&e=f8f9a9fe45)**.  Andrew Sobel** is the leading authority on building long-term client and other professional relationships. He can be reached at [Andrew Sobel](http://leadingwithquestions.us3.list-manage1.com/track/click?u=4320a50bc672b2862b6f985c0&id=50eeab7f76&e=f8f9a9fe45) |