HOW TO BE A GENIUS IN 7 QUESTIONS

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| **Guest Post by Dan Rockwell**  ***The right answer is always preceded by the right question.***  ***Ego needs to know. Humility needs to ask.***  ***Learn to include everyone in the search for solutions.***  People who find their own solutions, respect you for helping. But, when *you* give them the answer, they end up needing you more.  ***Join the process; don’t give the solution.***  ***Become a genius by trusting the genius of others.***  7 questions to *become* a genius:   1. What do you think? 2. What do the people on the front line think? 3. What do our customers think? 4. What do our suppliers think? 5. What might our competitors think? 6. What options are possible? 7. Which options seem best to you?   ***The more you include others, the smarter you become.***  Develop an organizational culture that views all solutions as imperfect.   1. Build in evaluation. In 30 days ask, “How is our solutions working?” 2. In 30 days ask, “How might we make this solution better?” 3. Use “we” instead of “me.” 4. Ask, “What are we learning?” 5. Repeat over and over, “All solutions are imperfect.”   **Bonus**: Perfect as you go, not before.  **Dan Rockwell’s** daily leadership blog[LeadershipFreak](http://leadingwithquestions.us3.list-manage1.com/track/click?u=4320a50bc672b2862b6f985c0&id=82342f9218&e=f8f9a9fe45)  designed to help leaders reach higher in 300 words or less. He is currently surpassing a million views a year. |