**PERSONAL QUESTIONS**

**From Lolly Daskal**

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| **The following questions can make a difference in your life:**  **What am I most passionate about?**  What do you love with all your heart? What do you feel strongly about? Ask yourself, are you living a life of passion?  **Who can I encourage?**  We all (myself included) need encouragement from time to time. Who do you know who may be struggling and in need of help?  **What do I need to let go of?**  Let go of baggage.You know the people you need to forgive, relationships that need to end. Let go and lighten your load for your journey. How will you open your heart and allow yourself to let go?  **What am I grateful for?**  To be grateful is to acknowledge all that is good in your life. It is the foundation of abundance. What are you grateful for and who do you need to thank?  **How can I add value to others?**  Life is about service to others, and there are many opportunities to serve and to make a difference. Where and how will you add value?  **Who do I love and what am I doing about it?**  We can get so caught up in our day-to-day stresses that we lose our connection, our desire to be loved and loving. Where can you focus on love?  **What am I pretending not to know?**  All possibilities open up when we stop deceiving ourselves. If you stop pretending, life can be easier to face.  **What would I do if fear was not an option?**  We have assigned immense power to our fears. How can we liberate ourselves from our fear and allow our heart to set us free? Think of that one thing, that scares you and go out and do it today!  **How do I want the world to be different because I lived in it?**  We each have a purpose and we create our lives by living our passion and we make a difference by sharing our heart. What mark are you leaving on this world and how will you be remembered?  **At the end of the day, let there be no excuses, no explanations, no regrets.**  By asking ourselves questions that force us to think, feel, and look within ourselves, we can confront what is important to us.  ***Questions are an invitation to learn more about what we value most.***  Many of us look at our problems and challenges and try to find ways to solve them and when we know our values our decisions become easier.  ***Living is an art of expression; reasoning is an art of thought.***  Do not allow your reasoning to get in the way of your living. Approach all that you do with the right questions and then make the time to live with what matters most to you.  **Lead From Within:**  If you want to make a difference in your life and your leadership, you must begin by asking yourself questions that provoke thought, focus and action that leads to a life of more meaning and more substance. |

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***What if you spent today focusing only on the things you can control and let go of everything you can't control.... how would your tomorrow look different? Dr. Henry Cloud***

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**“What do your actions say about who you are?”**

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**It is reported that when the great transcendental thinkers and philosophers in 19th century New England in the United States, Ralph Waldo Emerson and Henry David Thoreau, would meet each other as they wandered around Concord town or Walden Pond in Massachusetts, they would stop and ask each other:**

**“Since we last met, what is clearer to you now?”**

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What could I see myself doing for the rest of my life? Zig Ziglar

1. What do you want to BEcome?
2. How are you going to BEcome this person?
3. Who does your customer want to BE?
4. How are you going to help your customer BEcome what he/she wants to BE?

Zig Ziglar: The process is BE --- DO --- HAVE.

Am I afraid to do what I’m called to do? Bill Hybels, Sr. Pastor, Willow Creek Church

When’s the last time I put myself out there and had a vulnerability hangover? Dr. Brene Brown, [*Daring Greatly: How the Courage to Be Vulnerable Transforms the Way we Live, Love, Parent and Lead*](http://www.amazon.com/Bren%C3%A9-Brown/e/B001JP45BA)

How can I move from making something better to creating a totally new future? Vijay Govindarajan, [*Reverse Innovation*](http://www.amazon.com/dp/1422157644)

**My Attitude**

When things get tough, do I let negativity take me down? Dr. Henry Cloud, [*Boundaries for Leaders*](http://www.amazon.com/Boundaries-Leaders-Results-Relationships-Ridiculously/dp/0062206338)

When I move forward with my great idea but hit a “NO,” do I see it as ‘Next Opportunity’ and press on? [Mark Burnett](https://twitter.com/MarkBurnettTV), Exec. Producer of Survivor, The Voice, Shark Tank, The Bible

Under pressure and opposition do I stand firm in hope and faith? Andy Stanley, North Point Church

**My View Towards Others**

Do I view others with dignity and appreciation? [Colin Powell](http://www.nwherald.com/2013/08/08/retired-four-star-gen-colin-powell-speaks-in-south-barrington/aode1te/), Gen. (ret) and US Sec. of State

Do I see people for who they’re becoming? Bob Goff, [*Love Does*](http://www.amazon.com/dp/1400203759)

**Motivating and Influencing**

Do I help others find meaning and relevance at work? Patrick Lencioni, [*How to Lose Your Best People*](http://www.willowcreek.com/events/leadership/speaker_patrick_lencioni.asp)

How can I help make bad behavior harder and good behavior easier and more enjoyable? Joseph Grenny, [*Influencer: the Power to Change Anything*](http://www.amazon.com/Influencer-The-Power-Change-Anything/dp/007148499X)

**Investing in Others**

Am I leading like a genius or genius-maker? Liz Wiseman, [*Multipliers: How the Best Leaders Make Everyone Smarter*](http://www.amazon.com/dp/0061964395)

Do I help others rise above me? [**Chris Brown**](https://twitter.com/_chris_brown), North Coast Church

Which budding next-gen leaders am I intentionally developing? [**Oscar Muriu**](https://twitter.com/OscarMuriu), Nairobi Chapel, Kenya

ALL-PURPOSE RESPONSE

• “Thank You, Lord.”

• “I Trust You, Lord.”

• “What Does This Mean?” (Acts 2:12)

• “What Must I Do? (Acts 2:37)

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From JOHN MAXWELL:

1. What’s the greatest lesson you’ve ever learned?

2. What are you learning now?

3. How has failure shaped your life?

4. Who do you know that I should know?

5. What have you read that I should read?

6. What have you done that I should do?

7. How can I add value to you?

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• What do you want?

• What might hold you back?

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62 things Bob Tiede learned from Josh McDowell. Download them here:

<http://thetiedes.cccministry.org/resources.php>

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4 WAYS GOD ANSWERS PRAYER (from Dave Baseler)

• “No, no yet.”

• “No, I love you too much.”

• “Yes, I thought you’d never ask.”

• “Yes, and here’s even more!”

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* Who are you investing in right now?
* As you pray and reflect on those around you, whom should you invest in more intentionally?
* How is the priority of developing others reflected in your time?
* Ideally, what percentage of your time would you like to allocate to developing others?
* How could your investment in others be more intentional this year?
* In your team or organization, is there a ‘leadership pipeline‘ in place where training and development strategically targets every level of the team/organization in order to both steward today and also provide for the organizational needs of tomorrow?

• In your team or organization are sufficient resources (i.e. budget, time, champions) being allocated to demonstrate this value and practically equip all levels of the team?

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• What do you think about \_\_\_\_\_\_?

• Could you say more about \_\_\_\_?

• What possibilities come to mind? What might happen if you \_\_\_\_\_?

• What do you think you would lose if you gave up \_\_\_\_\_?

• What have you tried before?

• What do you want to do next?

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• You have made a serious mistake; however, if you learn from this mistake, it can be overcome.  Do you think if you had a fresh start working someplace else you could avoid making this kind of mistake again?”

• “Well, if you feel a fresh start would give you an opportunity to avoid making this kind of mistake in the future, I am willing to help.  What would you like me to do?”

• “Since it appears that you are going to learn from your mistake, I’ll see what I can do to minimize any negative impact on your personnel file,” I responded.

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GOAL-SETTING

• What do you want?

• When do you want it?

• What are you willing to give up to get it?

• Are you willing to fail?

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5 STEPS TO GET UNSTUCK

1. SET THE FOCUS

Where are you now?

Where do you want to be?

What would you specifically like to work through today?

2. TALK ABOUT OPTIONS

What are some possible steps you could take?

What would need to change to accomplish your new goal?

Tell me more about that.

3. UNLEASH A PLAN

Which of these possibilities can you realistically accomplish?

How could you break that down into smaller steps?

What do you need to do first?  
Who could you contact who might know about that?

Who else could you ask about that? Who can help you?

Where can you go to get that missing information?

Tell me what sounds like a reasonable plan from here.

1. CHECK FOR OBSTACLES

What might prevent you from seeing success?  
How could you move past those issues?

What has prevented you from doing this in the past? How did you move past those issues?

What new way could you overcome that?

What might keep you from following through?

What might be another step you need to take first?

What might you have to give up?

1. KNOW COMMITMENTS

What are you taking away from today’s conversation? What will you do as a result?

What steps will you do and when will you do them?

How will you ensure that you will actually do this?

How will you be held accountable to follow through?

Pam Smith, VP for Student Advancement Biblical Seminary [www.biblical.edu](http://www.biblical.edu)

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What things do you wish you could spend more time on, and what activities do you wish you could do less of?”

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From *WONDER: The Journey of Discovering the Depths of God’s Love For You* by Graham Cooke:

• What is it God is calling you to be through the circumstances of your life?

• What does He want to finish in you?

• What do you need God to be for you right now?

• Whatever issue or worry is facing you at the moment, you can rest assured that God has attached His provision to it. Choose the provision, not the problem.

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[**Using Questions to Promote Wisdom**](http://feedproxy.google.com/~r/Leadingwithquestions/~3/3Zb7STDysYY/?utm_source=feedburner&utm_medium=email)

Posted: 27 Jun 2013 05:17 AM PDT

**Guest Post by Chip R. Bell**

**Quality questions have a multiplier effect on learning.** Ask an information-seeking question and you get only an answer or a fact; ask an understanding-seeking question and you unleash a more powerful chain of events. It is all about how your brain process input and output.

**The human brain is often compared to a computer, but it is actually very different.** Most computers are largely information-storage devices. Ask an information-seeking question, and the computer goes into a retrieval mode—as does the human brain. However, ask an understanding-seeking question, and the mind has to make up an answer not found in the storage closet of the brain. Computers cannot make up answers. Understanding-seeking questions stimulate the kind of mental activity that creates insight or discovery. As the mind leaps and turns and twists to respond to an understanding-seeking question, special new synapses are activated and the insight experience occurs.

**How does a questioner start this insight-curiosity-wisdom chain? Ask questions that require higher-level thinking.** Remember that the ultimate goal is to create insight, not to share information. Granted, some information sharing may be necessary; the main objective, however, is to nurture understanding and growth, not just exchange facts.

**Construct questions that require the person to dig deep to answer:**

* **Questions that force *comparisons* can accomplish this:** *“What are ways the Hollar project was different from the Dickinson project?”*
* **Questions that require *synthesis* can induce deeper thinking:** *“What do you see as the key implications of Mr. Rivers’s assessment?”*
* **Questions that call for *evaluation* can provoke higher-level thinking:** *“If you could handle that assignment again, what would you do differently?”*

The conventional wisdom on questioning has always been to ask open-ended questions. Closed questions, the lesson goes, will cause the receiver to deliver a short, single-word or single-phrase answer. However, the process is more complex than that. Anyone with a teenager knows that the answers to questions beginning with “what,” “how,” and “why” can be as short as those for a yes-no question. **The intent of questioning to seek understanding is not just more words in the answer but more depth in the thinking needed to produce the answer.**

**RELATIONSHIP-BUILDING QUESTIONS (Andrew Sobel)**

* “What are you doing now that you are you most excited about?”
* “What are your dreams?” (Be sure to shut up after asking this question!)
* “So, what do you think about..." (it could be almost anything)
* “What can I do to help you this week?”
* “What’s something you’ve always wanted to do, but you just somehow never got around to doing?” (a vacation, a hobby, a skill, etc.)

Or even: "Tell me how you're doing? How are your spirits these days?"

**BEST WAY TO USE THE LAST FIVE MINUTES OF YOUR DAY (Peter Bregman)**

Ask yourself:

**How did the day go? What success did I experience? What challenges did I endure?**

**What did I learn today? About myself? About others? What do I plan to do — differently or the same — tomorrow?**

**Who did I interact with? Anyone I need to update? Thank? Ask a question? Share feedback?**

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**From Eric Liddell in *Chariots of Fire*: “I believe that God made me for a purpose, but he also made me fast and when I run I feel his  pleasure.”**

In your next meetings – one on one or with your whole team take time to ask:  ***“What are you doing when you feel God’s pleasure?”***

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