BOB TIEDE

*GREAT LEADERS ASK GREAT QUESTIONS*

• What do you think?

• Can you please tell me more?

• What else?

• What’s going well What’s not? Where are you stuck? What needs to change?

• How do you personally add value around here?

• What do we need to do to guarantee success in \_\_\_\_\_\_\_\_\_?

• Would you please tell me your life story?

• What are you doing to develop leaders?

• What’s on your schedule? What’s on your heart? How can I pray for you?  
  
• What can I do to make your life easier?

• How can I leverage my power for the sake of the other people in this room?

• Who needs to be encouraged? How can I encourage you today?

• What can we learn from this?

• What do you like best about this \_\_\_\_\_\_\_\_? What do you like least? What would you change if you could?

• How well do you know the people who work for you? What three or four events have shaped their lives into who they are today?

• “Since we last met, what is clearer to you now?” Ralph Waldo Emerson and Henry David Thoreau asked each other.

• Who needs to be let go? What position needs to be filled? What product or service needs to be discontinued? What new product or service needs to be launched?

• Who has opened doors for you? What doors can you open for others?

• What **MIGHT** the solution be?

• What outcome are we looking for?

• “What are the 3 things you could do in the next 90 days that would make a 50% difference by the end of this year?” Steve Douglass, President, Cru

• What are you doing in the 20% of your time and efforts that’s producing 80% of your results? What would happen if you could focus 50% of your time in that area? How about 80% of your time?

• How did you learn to give? What would you like your gifts to accomplish? How do you decide which projects to support with your time and money?

• What gift did you make that has given you the greatest joy?

• What are you doing when you feel God’s pleasure?

• What do I need to start doing? What do I need to stop doing? What should I being doing more of? What do I need to do less of? What do I need to continue to do?

• Who do people say that Jesus is? What about you? Who do you say Jesus is?

• What are you tolerating? What would it look like if you were no longer tolerating it? What’s the one thing that you know you need to do to remove this energy drain, and when will you do it?

• Between now and our next meeting what first steps will you take to get from HERE to THERE?

• What’s the most meaningful thing that has happened to you since we last met?

• What’s your single word focus for this year/quarter/month/week/day?

• What’s missing?

• What questions are you asking yourself lately?

• What in your life has given you the greatest fulfillment? What’s been the happiest day in your life?

• What will keep you here? What might entice you away? What is most energizing about your work? Are we fully utilizing your talents? What is inhibiting your success? What can I do differently to best assist you?

• What would you like to know about me?

• What do I believe is impossible to do in my business but if you could do it, it would dramatically increase your success? What would make it possible?

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