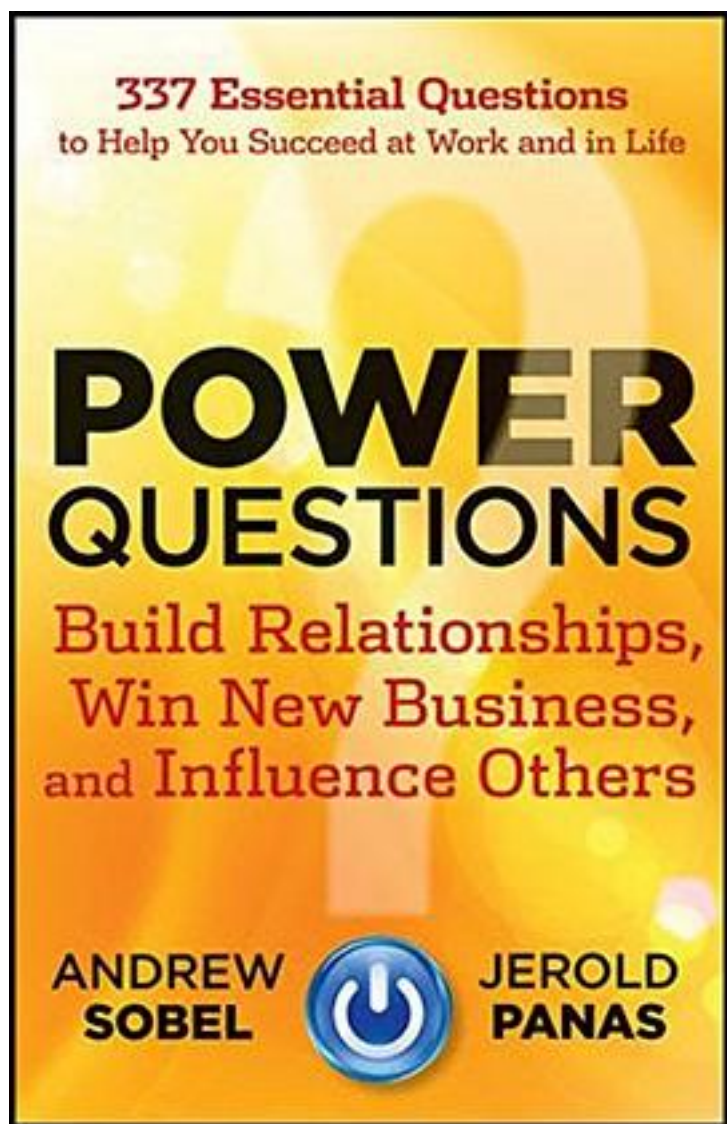


Power Questions



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An arsenal of powerful questions that will transform every conversation Skillfully redefine problems. Make an immediate connection with anyone. Rapidly determine if a client is ready to buy. Access the deepest dreams of others. Power Questions sets out a series of strategic questions that will help you win new business and dramatically deepen your professional and personal relationships. The book showcases thirty-five riveting, real conversations with CEOs, billionaires, clients, colleagues, and friends. Each story illustrates the extraordinary power and impact of a thought-provoking, incisive power question. To help readers navigate a variety of professional challenges, over 200 additional, thought-provoking questions are also summarized at the end of the book. In Power Questions you'll discover: The question that stopped an angry executive in his tracks The sales question CEOs expect you to ask versus the questions they want you to ask The question that will radically refocus any meeting The penetrating question that can transform a friend or colleague's life A simple question that helped restore a marriage When you use power questions, you magnify your professional and personal influence, create intimate connections with others, and drive to the true heart of the issue every time.

作者介绍:

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标签

沟通

心理学

表达

心理

Sales

C1-Communication

英语

评论

这本书翻翻就可以，每一章节可以跳过前面的故事部分，直接最后的总结。中文版《提问的艺术》第一版豆瓣平均分5.8分，基本符合我的评价。

很多时候答案在问题本身。而好问题也一定与情境相关。关于提问与沟通的书，这无疑是迄今为止所读到的最有趣也最实用的一本书。每一章都以故事开头，情境解说为终，行文流畅风趣。而这些故事都来自作者亲历的咨询、培训经历，故事主角不乏商界风云人士，他们所传达的职场经验和人生智慧，是另一重不期而遇的惊喜。凡是需要与人沟通的人，都将会从此书受益。而我们谁又不需要与人沟通呢？

一个晚上听完了有声书。当故事听听挺好的……

The art of asking questions

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书评

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