



Questions That Work: How to Ask Questions That Will Help You Succeed in Any Business Situation

Andrew Finlayson

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"Do you know how to raise your IQQ? (Intelligent Questioning Quotient!) It's not enough just to ask questions. It's knowing which questions to ask and how to ask them that gets you results--in the form of better information, enhanced career prospects, and more competitive organizations. Written by a seasoned business reporter and manager, this provocative ""questioning manifesto"" and practical ""how-to"" book gives people the insights and tools to ask effective questions that get results in every realm of their professional lives. It is also a powerful tool that will help business leaders create a progressive environment where questions flow freely and creatively--boosting knowledge and performance at all levels of the organization. Best yet, the book supplies hundreds of carefully crafted questions that readers can use to find the right job, negotiate salary and benefits, inspire creativity within a group, make a better presentation, get a promotion, and much more. When people master the art of asking smart, meaningful questions, they not only make an excellent impression, they also improve their performance. In the words of the author: ""Your success depends on what questions you ask. Workers of the world, question!"""

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