

POWER TOOLS FOR POWER QUESTIONS

Five Types of Power Questions

It's difficult to corral and categorize power questions because they come in all shapes and sizes. That said, there are five main types that you should be aware of and thinking about. Read through *Power Questions* and you'll find lots of examples in each category:

1. Focus questions

Are you trying to clarify the situation? Identify the key issues? Understand what's most important? Focus questions help you do these things. Examples of focus questions include:

- ⇒ *What have we decided today?* (Chapter 22)
- ⇒ *What would you like to know about us?* (Chapter 2)

2. Passion questions

Would you like to understand what your colleagues, friends, clients, and family members are truly passionate about in life? Would you like to discover what energizes and motivates them? Passion questions tap into the things that really matter to others. For example:

- ⇒ *Why do you do what you do?* (Chapter 9)
- ⇒ *What in your life has given you the greatest fulfillment?* (Chapter 10)

3. Empowerment questions

Wouldn't you like to help other people find their own answers? It's incredibly gratifying for them, and less burdensome to you! Questions that empower others encourage them to take charge. Here's an example of an empowerment question:

- ⇒ *What's the most important thing we should be discussing right now?*
(Chapter 33)

4. Aspirational Questions

OK, "Aspirational" isn't really a word, but who cares? These are questions that help you uncover others' aspirations, hopes, and dreams. When you do that, you really connect with them and learn what makes them tick. For example:

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- ⇒ *As you think about the future (of your business, of your career), what are you most excited about?* (last section of *Power Questions*, “Not Just for Sunday”)
- ⇒ *If you had additional time and resources, where would you invest them?* (last section of *Power Questions*, “Not Just for Sunday”)

5. Depth questions

Depth questions are critical in two circumstances. First, when you are trying to get to know someone better; and second, when you would like to go further in depth into an issue or situation that the other person has raised with you. Examples of depth questions include:

- ⇒ *How did you get started?* (Chapter 7)
- ⇒ *Can you tell me more?* (Chapter 17)