

ASK MORE

The Power of Questions to Open Doors, Uncover Solutions, and Spark Change FRANK SESNO

FRANK SESNO is director of the School of Media and Public Affairs at The George Washington University. He was previously an award-winning journalist, White House correspondent and talk show host on CNN. He is also an experienced moderator and appears regularly on many other media shows. He has interviewed five U.S. presidents as well as other influential world figures including Bill Gates, Benjamin Netanyahu, Hillary Clinton and Colin Powell. Frank Sesno created PlanetForward.org which brings students and experts together to examine new and interesting sustainable inventions. He is a graduate of George Washington University and Middlebury College.

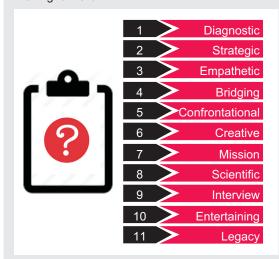
The website for this book is at: www.askmorebook.com.

ISBN 978-1-77544-903-4



MAIN IDEA

It's amazing what you can find out when you ask the right question. Good questions can help you connect with important people, establish your credentials and come up with the right plan for moving forward.



To really understand what you can get when you ask for it, you first need to know there are in fact eleven different types of questions you can ask. If you understand these categories, you can then maximize your results by asking the right question at the right time and in the right setting.

Some of the most successful people on the planet are famous for asking lots of questions and then acting on what they learn. This is not a coincidence. To get more and achieve more, get into the habit of asking more questions.

"Smart questions make smarter people. We learn, connect, observe, and invent through the questions we ask. We solve mysteries and we imagine new ways of doing things. We ponder our purpose and we set our sights. We live generously, to paraphrase John F. Kennedy, by asking not what others can do for us, but what we can do for them. Curiosity opens our minds and captivates our imaginations."

Frank Sesno

The 11 Categories of Good Questions

Diagnostic

Page 2

Diagnostic questions are all about understanding the true problem at hand. Ask these types of questions to pinpoint problems with precision. Before you can fix something, you have to know what it really is.



Mission

Page 6

Mission questions are where you ask questions which help people understand their mission. You inspire people to have a strong sense of purpose through asking these questions.

Strategic

Pages 2 - 3

Page 6

Strategic questions zoom out and look at the big picture. They ask whether there are alternatives which make more sense. Good strategic questions clarify what it will take to get to where you want to be.



Scientific questions are those you pose to inspire you to solve mysteries. You pose the question as a way to spark inspiration and to generate fresh ideas and new avenues to explore.

Empathetic

Page 3

Interview

Scientific

Page 7

Empathetic questions enable you to connect with someone. These kinds of questions bring you closer to others because you're seeking deeper understanding and discovering common ground.



Interview questions are those you answer when you're seeking a job, or those you pose when speaking with a prospective employee. Here you want to probe and test for compatibility.

Bridging

Page 4

Entertaining

Bridging questions are those you ask to someone who doesn't want to talk to you. These are questions you ask to people who are wary, distrustful or hostile in order to get communication happening.



Entertaining questions can turn you into a talk show host. You pose these questions and the different ways people answer them can be illuminating and highly engaging.

5 Confrontational

Pages 4 - 5

Confrontational questions hold people accountable Legacy questions are about life stories and the for what they said or did. If you have courage and narrative of accomplishments and achievements. hold to your convictions, a probing confrontational You ask these questions to help people step back question can be a great weapon. and take stock of what has been achieved.

Creative

their sights high and see what happens.

Page 5

Creative questions encourage people to think outside the box and be original. To get creative ideas flowing, ask people to imagine and pretend or to set





Summaries.Com

The Ultimate Business Library



We condense **300+ page** business books into **8-page** summaries.

By reading summaries, you'll get the **key ideas** in **30 mins**, so you can spend more time turning your ideas into **dollars**.

Knowledge is Power — Invest in Your Future

For just \$2 per week, you will...

- > Learn from the mistakes and success of the smartest people in business;
- > Get fresh ideas, strategies & motivation that could be worth millions to you;
- > Follow emerging trends, so you can catch the wave before your competitors do;
- > Catch up on the classics you always wanted to read.

1,000 Top Business Book Summaries

Our catalog includes summaries on a range of topics for aspiring entrepreneurs, managers, and consultants.

BUSINESS PLANS

MANAGEMENT

PRESENTATIONS

SALES

LEADERSHIP

MOTIVATION

STRATEGY



