



Power Questions Build Relationships, Win New Business, and Influence Others

By Andrew Sobel

Brilliance Audio. No binding. Book Condition: New. MP3 CD. Dimensions: 6.7in. x 5.3in. x 0.4in. Unlock the power of great questions What do you think most engages a prospective client, or makes a lasting impression on someone youve just met The popular belief is that we win business by being clever and quick on our feet, and that our brilliance saying just the right thing is what attracts others. But as Power Questions compellingly demonstrates, knowing the right question to ask is actually far more important than having a ready answer. Power Questions can immediately help you win more business, deepen your relationships, and connect with people more rapidly than you ever thought possible. It shows you how to use thought-provoking questions to engage prospects and uncover their most pressing issues. It gives you the tools to get inside the heart and mind of anyone you meet. In thirty-five inspiring chapters, youll meet a fascinating group of men and women. Through these riveting, real-life stories, youll learn exactly how each power question was used and the impact it had. Youll discover how you can transform your daily conversations and even someones life through powerful questions that anyone can master. Youll learn...



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