

Title:

Big Questions That Could Change Your Business

Word Count:

271

Summary:

Have you ever wondered "What if?"

Keywords:

Leadership, communication, trust, winning trust, effective meetings, questions

Article Body:

How does your business perform in these areas?

Effective Meetings

What if people:

- * Called a meeting only when they had a specific goal supported by a detailed agenda?
 - * Checked with the key participants to help them prepare for the meeting?
 - * Involved all of the participants in the work during a meeting?
 - * Obtained results with a team process based on consensus?
 - * Took responsibility for implementing the decisions made in a meeting?
- > Could this help your business become more profitable?

Business communication:

What if people:

- * Helped others express their ideas during a conversation?
- * Created a safe environment that facilitated clear thinking and free expression?
- * Treated each other with respect in their conversations?

* Listened carefully and completely to what the other person was saying?

* Let others be the star in their conversations?

> Could this help your work proceed more efficiently?

Business presentations

What if people:

* Understood the goal for a presentation before preparing for it?

* Spoke with key people in the audience to learn about what they hoped to gain from the presentation?

* Rehearsed what they planned to say with a clock (to make sure that they finished on time)?

* Spoke about the audience and their needs instead of about themselves?

* Delivered compelling presentations that informed and inspired others?

> Could these leaders be more influential?

Personality styles

What if people:

* Could recognize how others preferred to think, work, and communicate?

* Knew their own strengths and how to apply them for maximize benefit?

* Knew their weaknesses and how to manage them?

* Were able to work together in harmony?

* Could earn trust and respect from each other?

> Could this help people get along with each other?