Questions That Get Results: Innovative Ideas Managers Can Use to Improve Their Teams' Performance

Paul Cherry, Patrick Connor

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Ask the right questions and get improved, sustained employee performance

Since technology has made it easy to access, share, and distribute company data, many managers avoid live interaction, instead relying on emails, text messages, Web-based seminars to manage their employees. But although technology has changed, people have not. There is still a need for effective face-to-face communication; managers need to have the ability to ask the right questions and use the answers to find solutions.

"Questions That Get Results" is an innovative, powerful resource that provides managers with the questions that lead to real answers for motivating employees, minimizing conflicting priorities, maximizing working relationships, building trust, holding the team accountable, coaching for greater performance, selling ideas, creating change, hiring the best candidates, and negotiating solutions to internal and external conflicts. Each chapter profiles a manager who is struggling to communicate, an otherwise successful leader who is simply missing an element in their managerial toolkit Following each profile are practical tools that will assist any manager faced with a similar situation Together the authors train approximately 30,000 professionals per year

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