



The Art of Asking: Ask Better Questions, Get Better Answers

Terry J. Fadem

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Ask the Right Questions in the Right Ways...And Get the Answers You Need to Succeed! Discover the core questions that every manager needs to master...how to avoid the mistakes business questioners make most often...ten simple rules for asking every question more effectively. Learn how to ask tough questions and take control of tough situations...use questions to promote innovation, drive change, identify hidden problems, and get failing projects back on track. Ask better questions, get better answers, achieve better results! "Required reading for every leader who wishes to see his or her organization flourish and career progress." Garry A. Neil, MD, Corporate Vice President, Johnson & Johnson "Asking, listening, understanding the real meaning of the answers, and taking actions based on facts are really the essence of managing. This book has helped me in connecting the dots in my understanding (and lack thereof) of why things really did not work the way I expected them to." Pradip Banerjee, PhD, Chairman and Chief Executive Officer, Xybion; retired partner, Accenture "The framework and techniques provide outstanding ideas for executives to both gain better information and develop the analytical skills of their teams." Terry Hisey, Vice Chairman and US Life Sciences Leader, Deloitte We've all met the corporate inquisitor: the individual whose questions seem primarily intended to terrify the victim. The *right* goal is to *solve the problem*--and to build a more effective, collaborative organization where *everyone* learns from experience, and *nobody's* too intimidated to tell the truth. That means asking the *right* questions in the *right* ways. This book will teach you how to do precisely that. Terry J. Fadem shows how to choose the right questions and avoid questions that guarantee obvious, useless answers...how to help people give you the information you need...how to use body language to ask questions more effectively...how to ask the innovative or neglected questions that uncover real issues and solutions. You'll learn how to adopt the attributes of a good questioner...set a goal for every question...use your personal style more effectively...ask tough questions, elicit dissent, react to surprises, overcome evasions, and more. Becoming a better questioner may be the most powerful thing you can do right now to improve your managerial effectiveness--and this book gives you all the insights, tools, and techniques you'll need to get there.

Evaluate your current "questioning" skills...

...then systematically improve them **Choose better questions...**

...and ask them the right way **Ask tough questions more effectively**

Get at the truth, uncover the real problem, and solve it **Master the crucial nonverbal aspects of asking questions**

Finding your best style and the right body language

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it over sometimes again. it consist of an original and professional way of looking at questions and it is really an art to be done properly. how good questions can give u a boost in ur career or end it all. the idea can be adapted and applied in real life somehow. i advice the book in english

Bernd says

Courtesy of MSFT Library, not much to lose :)

Dee Renee Chesnut says

I downloaded this as a free ebook recommended by Spec in the comments section of a Free Friday selection from Barnes and Noble. I read it because I believe in the value of better questions to promote learning and cooperative efforts in groups.

I don't have a problem with the questions suggested by Fadem. My ranking of only two stars is with the format which I believe could be better with some editing so there might be less repetition.

I recommend it as a reference book.

Laura Hoffman Brauman says

The suggested questions are good, but I didn't agree with much of the author's philosophy on business -- far too worried about not making waves -- sometimes those are the questions that are most important to ask.

Darshan Shetty says

The beginning of the book was promising, but I would be lying if I told I wasn't let down. Although the book is about asking questions, it does not shy from warning you time and again that asking too many of them will bring trouble (thanks to author's personal experiences doing just that in his early career). The conclusion even went on to remind the readers that Socrates was killed for asking too many questions. Anyway, so the key point here is not just asking questions but asking better questions and here in lies my problem with the book. After a good 25%, the book goes on to explain 15 different types and structures of a question which I am sure nobody has the time to recollect when asking questions spontaneously. I felt all this technical dissection of a question was not practically helpful in asking better questions. Also I thought the book could have been better if it didn't come off as exclusively for corporate managers. After all, questions are essential tools even for creative professionals and personal productivity in general.

If I had to describe the book in one word I would say "IMPRACTICAL".
