



Questions for Powerful One – to - One

Increase your EXECUTIVE PERFORMANCE, fuel your one-to-ones with these thought provoking questions from Fierce Conversations by Susan Scott:

- ▶ What has become clear since we last met?
- ▶ What is the area that, if you made an improvement, would give you and others the greatest return on time, energy, and dollars invested?
- ▶ What is currently impossible to do that, if it were possible, would change everything?
- ▶ What are you trying to make happen in the next 3 months?
- ▶ What's the most important decision you are facing? What's keeping you from making it?
- ▶ What topics are you hoping I won't bring up?
- ▶ What area under your responsibility are you most satisfied with? least satisfied with?
- ▶ What part of your responsibilities are you avoiding right now?
- ▶ Who are your strongest employees? What are you doing to ensure that they're happy and motivated?
- ▶ Who are your weakest employees? What is your plan for them?
- ▶ What conversations are you avoiding right now?
- ▶ What do you wish you had more time to do?
- ▶ What things are you doing that you would like to stop doing or delegate to someone else?
- ▶ If you were hired to consult with our company, what would you advise?
- ▶ If you were competing against our company, what would you do?
- ▶ What threatens your peace? What threatens the business? your health? your personal fulfillment?