Leading with Questions:
The Art of Empowering and Guiding Others
Presented by Eric Kaufman & Ben Grove

Session Overview
• The Power of Questions
• Asking Questions Effectively
• When and How to Ask Power Questions

Benefits of a Questioning Culture
• Powerful question create powerful thinking
  — the best questions rattle around for months provoking

Relationship to Leadership
“If your actions inspire others to dream more, learn more, do more and become more, you are a leader.”
- John Quincy Adams

When have you pondered a question that made you think or change your perspective?
ASKING QUESTIONS EFFECTIVELY

Thinking about your role with Extension, when have you asked a question but ended wishing you had asked it differently?

The Art of Powerful Questions

What people think of as the moment of discovery is really the discovery of the question.

~Jonas Salk, Virologist

When and How to Ask Powerful Questions

Exemplary Leadership Practices

(Kouzes & Posner, 2012)

Characteristics Admired

- Honest
- Forward-Looking
- Competent
- Inspiring

Using Questions to Build Teams

Do You Know
THE ESSENTIALS
for Asking
POWERFUL QUESTIONS?
Which Question is More Powerful?

- Are you satisfied with our working relationship?
- When have you been most satisfied with our working relationship?
- What is it about our working relationship that you find most satisfying?

Questions for Forward Movement

- What would it take to create change on this issue?
- What needs our immediate attention going forward?
- What’s possible here, and who care about it?

Implications for You and Others?

"What if we don’t change at all... and something magical just happens?"

Thank you!
Let us know how we can help

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