

Mastering the Art of the Killer Question

3 Accelerators for Your Career

The right question, asked at the right time, in the right way, can grant you significantly more credibility and impact than any oration on a particular topic.

- The killer question demonstrates that you have broad knowledge of business, technology, culture, and financial matters), an appreciation of context and implications, and the sophistication to shape outcomes through your influence.

The wise man doesn't give the right answers, he poses the right questions.

— Claude Levi-Strauss —

- Often leaders try to demonstrate these characteristics by expressing their opinions. A more effective approach is to build your individual knowledge base, use integrative thinking and, most important, become an amazing listener.
- We've all seen this in action: There's debate around a given topic and consensus seems difficult to achieve. Then, someone who has been relatively quiet asks a question that brings the issues into clarity and reframes the discussion so a decision or result can be reached.
- Become this person in your interactions that always asks that "killer" question!

"Judge a man by his questions rather than by his answers."



~ French philosopher Voltaire