



# 10x YOUR QUESTIONS: Leveling Up What You Can Learn.

This document explores five types of questions you can use to impact trust, respect, and followship. .



Leadership is not just about leading, but about **understanding and engaging** with those who follow.

Effective leaders recognize that true leadership **is a symbiotic relationship**, where both the leader and the follower benefit and grow together.



# Five Key Types of Questions

Questions when....

- 1) You need to pivot or shift
- 2) When you need to get others involved
- 3) When you are addressing uncertainty and fear
- 4) When you want to unlock personal passion
- 5) When you want to spark dialog and discovery
- 6) When you want to access intuitive intelligence





# Top 5 Questions to Pivot

- **Leverage Resources and Talent**

How can we utilize the existing resources, skills, and connections within the organization to uncover new opportunities for growth and innovation?

- **Understand Customer Needs and Desires**

How might we gather insights to deeply understand our customers' pain points, preferences, and aspirations, which can guide the development of new offerings?

- **Analyze Customer Experience**

How do our customers interact with your company, and what do they like and what would they want to see change?

- **Expand Existing Offerings**

What could we add on to our existing offerings and create a “bundle” to enhance enhance, our current product or services?.

- **Identify Emerging Trends**

What trends might create a shift in mindset or needs?



# Top 5 Questions to Get Others Involved

- What do you know that I (we) don't know?
- What do you know that you think I (we) should know?
- What have you done that you think I (we) should be doing?
- How can we work together to improve our strategies?
- What insights from your experience could benefit us in our decision-making process?

# Top 5 Questions to Address Uncertainty and Fear



- How are you feeling about the current situation?
- What concerns do you have that we haven't yet addressed?
- How can I support you better as we navigate these challenges together?
- What do you see as our most important priorities during this time?
- How do you see your role contributing to our collective success in this situation?



# Top 5 Questions to Unlock Personal Passion and Purpose



- What activities or moments make you feel most alive and connected to who you truly are?
- When do you feel your heart is truly singing, whether at work or in life?
- What are you doing in those moments?
- If you could spend your time doing anything that brings you pure joy and fulfillment, what would it be?
- What passions or hobbies make you lose track of time and feel completely in 'flow'?

# Top 5 Questions to Spark Dialogue and Discovery



- Challenging Assumptions
- Reimagining Possibilities
- Embracing the Unfamiliar
- Shifting Perspectives
- Asking Deeper Questions



# Top 5 Questions to Access Intuitive Intelligence



- 1. What does my inner knowing tell me about this situation right now?
- 2. What am I to know about this?
- 3. What clarity or perspectives might I have around what you want me to know?
- 4. What action shall I take today?
- 5. What insight comes to me when I focus on the present moment, rather than thinking ahead?



Active Listening.  
Authentic Listening.  
Am I Still Listening?

Seek First To Understand  
And Then Wait To Be Understood.

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