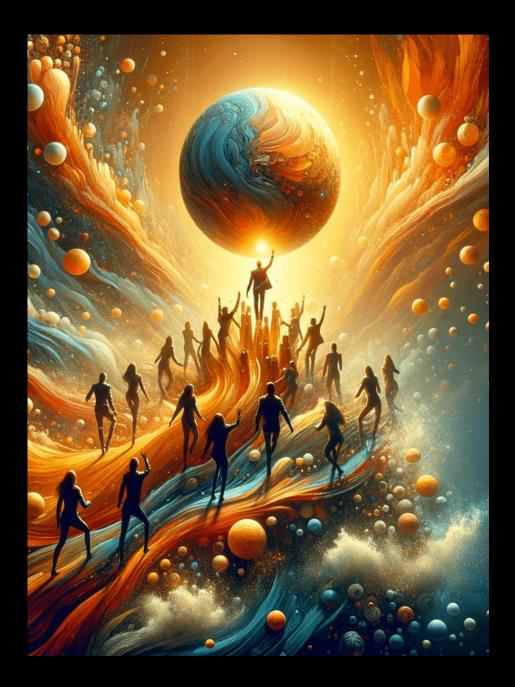


# 10x YOUR QUESTIONS: Leveling Up What You Can Learn.

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
- 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 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?

- What concerns do you have that we haven't yet addressed?
- How can I support you better as we navigate these challenges together?



## 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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