

ASK POWERFUL QUESTIONS

Create
Conversations
That Matter

WILL WISE
CHAD LITTLEFIELD

Ask Powerful Questions

The Book Highlights

Be Obsessively Curious

To consistently ask powerful questions, which open up new possibilities and ways of thinking, requires a meaningful connection between the asking and the one receiving the question.

Connection is not enough.

There is power in intent, a force that can propel a question directly to the heart of what matters

Intent is the key to unlocking your potential for asking powerful questions

Clarity of intention is about examining the story you tell yourself and how you communicate that story to others.

Sharing your honest intention means fully understanding the following

What are you aiming for

What your purpose is

What do you plan to achieve

Clear intentions and sharing it openly and honestly. we are more likely to arrive at the destination with fewer bumps in the road

Often the emotional wounds in our relationships are based in being about our intentions when we're injured, and we feel torn apart in the same way skin is lacerated

Restating the intentions when things get tough will bring focus back to your intention

Intention is connected to purpose, and yet it is so much more than that

When you make an intention, you are inviting to stretch, grow and evolve towards something greater, to something purposeful

Importance Of Clarity Of Intention

By being clear about your intention, you allow others the choice of which game to participate in

Being honest about what you are aiming to achieve

Consider how much time & mental effort could be placed on a task at hand and developing the relationship, rather than having to guess what another is trying to achieve

Being clear also means digging deeper, never settling for the first answer you get.

Digging means exploring what truth lies beneath the surface, beyond the rush of the present moment.

3 Ways For A Focused Intention

Future Focused:

Your intention about how you want the world to exist

Outcome Focused:

Your intention is dictated by the intended results

Commitment Focused:

Your intention is about the promises you are making now or have made in the past

Ask Clarifying “WE” Questions

What is it we are trying to understand that we are unable to grasp?

What are we trying to create?

What will it look like if we achieve our purpose?

Be Clear, True & Complete

Being clear opens up the possibility for the relationship to be transparent rather than opaque.

Opaqueness continues the cycle of the “Guessing Game” and does not lead to connection

Rapport

Connection is the energy that exists between people when they feel seen, heard, and valued.

It is when they can receive without judgment and when they derive sustenance and strength from the relationship

The endeavor of asking something meaningful question starts with intention and connection which is fundamental to asking a powerful question

Fear: The Barrier

Fear of Being Unloved

It is also the fear of being rejected. It is often camouflaged as not being accepted or liked

Fear of Looking Stupid

People fear being judged while attempting to make a connection

Allow yourself to be brave and name YOUR fear

The 3 Questions

The 3 questions to be more open to what surrounds you

What is the moment teaching me?

What is happening here that I am curious about?

How does this person see the world from their perspective?

Develop a habit of fierce relentless curiosity and the world will reveal its secrets

Give Compliments

Compliment people on something that you are genuinely curious about, and they will find something they like.

Genuine curiosity is equated with something requiring a compliment

Your job is not to judge, but be curious about something and see what choice the other person has made

Give Compliments

Often people insincere or weak compliments in hopes of connecting but others will know when you're genuine and when you're faking it

So compliment only when you are genuinely curious about something

Disclaimer

**This is just a summary. For a better understanding,
reading the book is highly recommended**

This summary is as per my interpretation and learning

Please excuse any errors

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