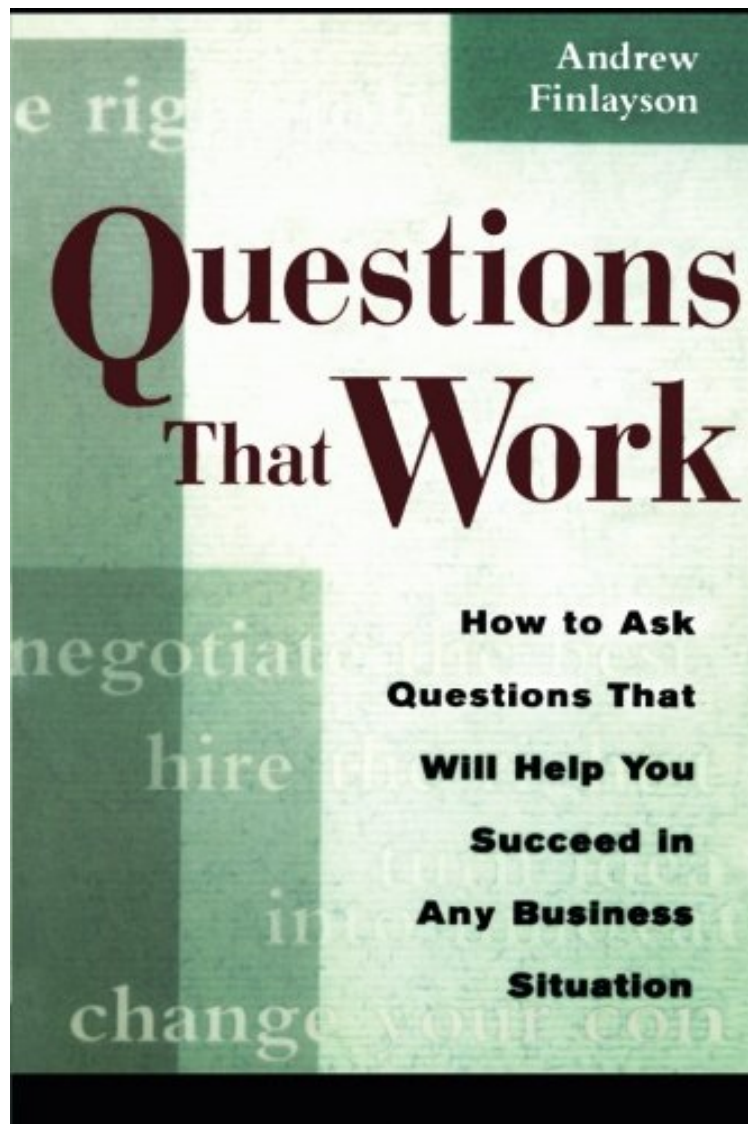


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## Questions That Work: How to Ask Questions That Will Help You Succeed in Any Business Situation

Andrew Finlayson

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## That Work: How to Ask Questions That Will Help You Succeed in Any Business Situation:

5 of 6 people found the following review helpful. Wonderful! - I recommend this book to my MBA students  
By S. C. Tasker  
Recent research suggests that questioning and listening are important but often neglected skills for MBA students. Therefore this past summer I surveyed the available books on this topic to see if there was a book I could use as a resource for my new course (at the Haas School of Business at UC Berkeley), which requires the students to do a significant amount of interviewing. I was delighted to discover "Questions that Work." Finlayson's argument is that in this time of constant change we each need to cultivate a "personal questioning network" of people with all sorts of expertise to whom we can go for help. His book is an inspiring and practical how-to guide for the construction of, and graceful and effective use of, such a network. I recommend it highly.  
7 of 7 people found the following review helpful.  
A Useful Tool and Enjoyable, Insightful Read  
By Jill Finlayson  
I read this book and found it to be extremely useful in a number of applications. In particular if you are looking for a job or career advancement, this book gives you great ideas to help you analyze your own objectives as well as the value that you bring to your company. I think this book would be of great help to college students as well as they write papers or apply for internships. It helps you isolate what is important and to research appropriately. I would highly recommend this book. A great read on business trips - gets you thinking.  
6 of 7 people found the following review helpful. questions you never thought to ask  
By A Customer  
A lot of work went into this book. You can tell the author interviewed many people in many lines of work to come up with all of these questions. The book received a good review from the ALA which recommended it to their librarians. The book was described as sagacious. When you look it up, that's means it has keen practical sense. We need more books like that. Hope this review helps.

"Do you know how to raise your IQQ? (Intelligent Questioning Quotient!) It's not enough just to ask questions. It's knowing which questions to ask and how to ask them that gets you results--in the form of better information, enhanced career prospects, and more competitive organizations. Written by a seasoned business reporter and manager, this provocative ""questioning manifesto"" and practical ""how-to"" book gives people the insights and tools to ask effective questions that get results in every realm of their professional lives. It is also a powerful tool that will help business leaders create a progressive environment where questions flow freely and creatively--boosting knowledge and performance at all levels of the organization. Best yet, the book supplies hundreds of carefully crafted questions that readers can use to find the right job, negotiate salary and benefits, inspire creativity within a group, make a better presentation, get a promotion, and much more. When people master the art of asking smart, meaningful questions, they not only make an excellent impression, they also improve their performance. In the words of the author: ""Your success depends on what questions you ask. Workers of the world, question!""

About the Author Andrew Finlayson (Lafayette, CA) is the news director for KTVU Channel Two in the San Francisco Bay area.