


# SAY WHAT?



100+ Questions  
to Ignite  
Conversation &  
Spark Dialogue

**JODEE BOCK**

**For all those who are curious enough to ask the tough questions, and courageous enough to search for their own answers.**

# CATEGORIES

- About Learning
- About Strategy
- About Change
- About Addressing Difficult Situations
- About Redirecting Others' Behavior
- About ME!

# INTRO

Do you pride yourself on being a great problem-solver?

Do you ever get frustrated with others who just "don't get it"?

Are you looking to improve your communication skills but just don't know where to start?



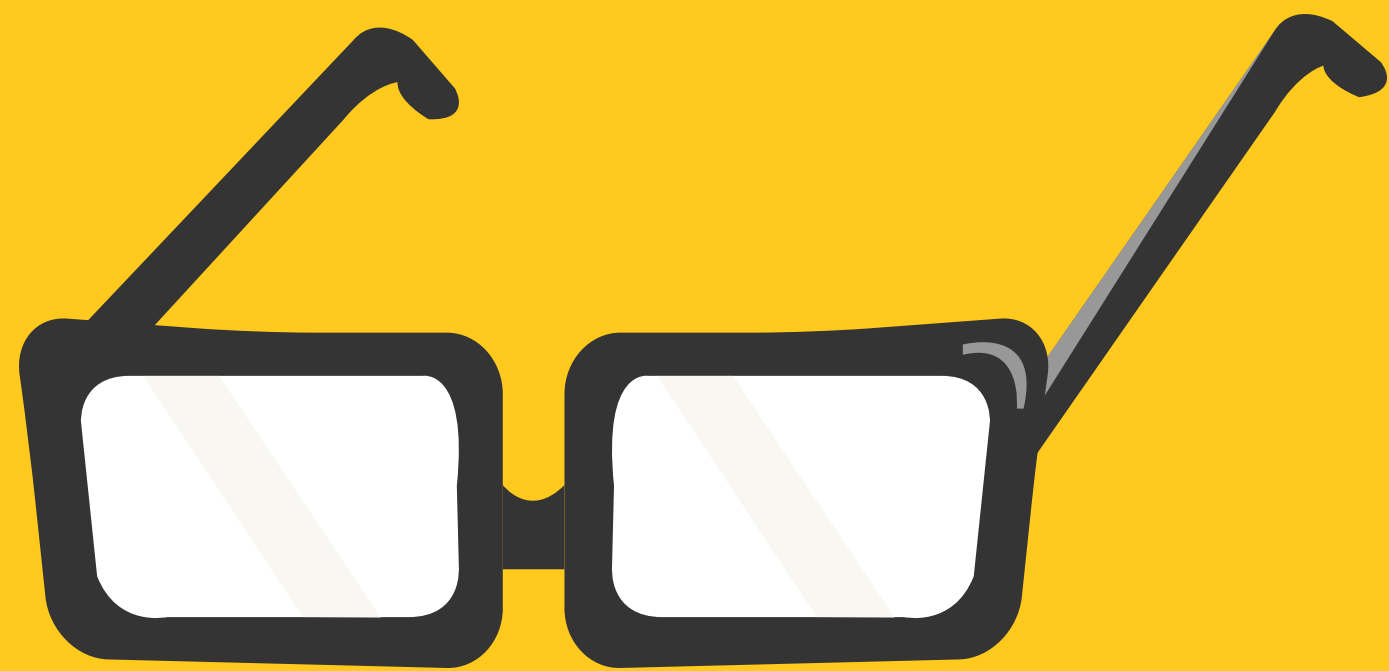
You're in luck! This eBook was MADE for you!

If you're ready to stop taking on everyone else's problems - including your own - you'll want to learn to ask better questions.

**What? No ANSWERS?**

If you want to be a control freak, be my guest. But be sure you're well acquainted with the only person you can control: YOU.





And remember that if you're a great problem-solver, what happens when everyone starts to know that about you? They'll come a'calling because they know you'll take on their problems, too.

Once you solve one problem, if that's all you're looking for - and what you pride yourself on doing - pretty soon that's all you'll see.

Learning to ask great questions can provoke action, reduce confusion, and open people up to discovering ideas and possibilities they didn't even know they had already inside themselves. When you ask a profound question - of others or of yourself - you can take a conversation and understanding to a whole new level.





Asking one of these questions without getting clear on your own intention and commitment - being aware of your own desired outcome - may not be as effective in transforming the relationship. The best opportunity for that transformation is to be aware of each party's intentions as much as you can be: your own, for sure.



This ebook will help you in your own pursuit of profound questions. You already know where the questions will be more helpful ... you just may not have had the questions to ask. You've probably been like many leaders who assume you have more authority when you tell others the answers instead of inviting them to be part of the solution.





Some of the questions may appear in more than one category, and nearly all of them can certainly fit in the About ME section.

Skim through the questions and get familiar with how you would answer them for yourself before you try to use them as a "technique" with or on others.

Your authenticity in building your own awareness will take you far in learning to connect with others.

# ABOUT LEARNING

- What is possible?
- What do you mean?
- What is the part that is not clear yet?
- What needs to change in your thinking to take that action?
- If you were the bravest version of yourself today, what would you be doing?
- What are you tolerating right now in your life? What are you holding on to that you need to let go of?

# ABOUT STRATEGY

- Which of your core values does this goal express?
- What do you need to say no to?
- Are you willing to do whatever it takes to obtain your objective?
- Are you willing to give up something to get there?
- What will be one result of your communicating your vision clearly to someone else?

# ABOUT CHANGE

- What do you think you're secretly afraid of that's getting in the way?
- What are you ready to change?
- What are you not ready to change (yet)?
- What needs to change in your thinking to take that action?

# ABOUT ADDRESSING DIFFICULT SITUATIONS

- What are you avoiding?
- What do you think is best?
- How does it occur to you?
- How does that serve you?
- What's the easiest way forward?
- How important is this to you, really?

# ABOUT REDIRECTING OTHERS' BEHAVIOR

- Is this a story or the truth? How can you find out?
- What does your gut tell you about this?
- Are you standing in your power or attempting to please someone else?
- Are you procrastinating or is there a reason to delay?
- What part of this is your responsibility?
- What's stopping you from taking new action?



# ABOUT ME!

- Is there some payoff I'm getting by holding on to my negative feeling? Is there possibility in letting it go?
- What could I be happy about if I chose to be?
- What keeps happening to me? Does it happen TO me or FOR me?
- Am I focused on what's wrong or what's right?
- Is that a story or the truth? How can I find out?

# NON-QUESTIONS

Some of the questions aren't questions at all, but they are conversation starters. When you want to open a dialogue rather than close a deal or win an argument, use phrases like:

- I have an idea ...
- I'm wondering ...
- It occurs to me ...
- I could be completely wrong about this, but ...
- Help me understand ...
- Give me some feedback about the choices I just presented.

## **AND THERE'S MORE!**

On the morning of March 26, 2018, I posted this question on my Facebook page:

**"I'm working on a project. What is the best/most impactful question anyone (including yourself) ever asked you?"**

I had no idea that question would inspire such amazing results. In fact, they are still coming in as I write this final page.

The complete list of those questions is in the paperback book. You'll want it. Trust me.

Or, better yet, become part of our Bock's Office Tribe and we'll let you know about other books, videos, trainings, and resources that will support you in becoming the best communicator you can be.



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## JODEE BOCK

Jodee Bock is a dynamic business communicator who encourages people to practice riskful thinking as opposed to merely wishful thinking. By encouraging them to think beyond their reasons, she leaves audiences with new insights, along with ideas for turning their knowledge into action. She is a facilitator, speaker, trainer, and coach at her own company, Bock's Office Transformational Consulting.

Jodee is the author of several books including P.O.W.E.R. Tools @ Work, The 100% Factor, and the Own Your Story series. She is also the dean of LifeWorks University where students learn and apply the principles of Think and Grow Rich to live the lives of their dreams. She learns more every day and proves that coming from contribution and curiosity is a powerful way to add value to the lives of others.

Connect with Jodee through Facebook, Linked In or Twitter (@JodeeBock) or at her website [www.bocksoffice.com](http://www.bocksoffice.com).

**THANK YOU**

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