



Communications Secrets to Selling Ideas and Getting Buy-In

We specialize in helping professionals to increase their bottom line by decoding & maximizing their human capital assets.

The 10 Most Effective Ice-Breaking Feel-Good Questions

Based on principles found in Dale Carnegie's book "How To Win Friends and Influence People"

1. How did you get your start in the widget business?

Most People like talking about themselves. Start the conversation by focusing on the person. Let this person be the "star" of the show...the conversation.

2. What do you enjoy most about your work in the widget business?

This question asks for a positive response. It continues the conversation on a positive note and makes this person feel good about talking with you.

3. What separates your widget (organization) from other widgets (organizations)?

This is the permission to brag question. You've just given that person a chance to let it all hang out. They will tell you with pride, everything that sets their organization apart.

4. What advice would you give someone just starting within your widget business?

Doesn't everyone want to feel like a mentor? You can give a person that chance by asking this question.

5. What one thing would you do within your widget (organization) if you knew you could not fail?

Everybody has a dream/vision/raison d'être. What is this person's dream /vision/raison d'être?





6. What significant changes have you seen take place in your widget business (organization/industry) through the years?

This is a good way to find out about the growth in a person's current profession.

7. What do you see as the coming trends within the widget business (your organization/industry)?

This question will give you some insight into a person's dream/vision/raison d'être and plans for the future.

8. What's the strangest or funniest incident you've experienced while working within the widget business (your organization/industry)?

This question asks that person to share his or her war stories, something practically everyone loves to do. You are actually volunteering to be that person's audience.

9. What have you found to be the most challenging part of working within the widget business (your organization/industry)?

Again, you are accentuating a real interest in the person's mind.

10. In one sentence, how would you like people describing your widget business (the way you do business)?

Almost always, the person will stop and think really hard before answering this question. What a compliment you've paid, actually asking a question that possibly no one else has ever thought about asking.

Do not ask these questions as though you are challenging the person. These questions are meant to be feel-good in nature, designed simply to put the person at ease with you and to establish and maintain rapport; the highest state of relatability.

