

# Powerful Leadership Development

Using the

## Precision Questioning (PQ)

and

## Precision Answering (PA)



Leadersearch



As of October 15, 2009, **Leadersearch Executive Coaching Group** is delighted to provide our clients with our newest workshop **Precision Questioning (PQ) and Precision Answering (PA)** building sharper minds and intellectual leadership.

For more than a decade, **Vervago** has focused on reshaping the terrain of knowledge work. Emerging from more than twenty years of research at Stanford University and collaboration with multinational corporations, Vervago's training solutions are designed to improve the intellectual skills of today's knowledge worker.

Intelligence is no longer measured by the mastery of information or the development of competencies but by the ability to continuously acquire new skills and ask the questions that our minds require. The complexity of today's business world, along with the rapid rise of scientific and technological innovation, demands a new emphasis from corporate leaders--intellectual leadership.

### The Benefits

**Precision Questioning (PQ) and Precision Answering (PA)** are tools for doing two things: improving the efficiency of a business conversation and raising the level of critical thinking.

- PQ & PA provide a discussion format that sharpens questions, tightens answers, and makes it easy to ask follow-up questions.
- PQ enables frontline employees to attack problems more aggressively. For managers, PQ helps squeeze the risk out of milestones.
- Executives appreciate the fact that PQ builds skill at PA, which is essential for the efficiency of boardroom reviews.

### The Workshop

The workshop is a one-day interactive program facilitated by certified PQ&A instructors.

The content includes;

- The seven categories of *Precise Questions*.
- How to surface Assumptions.
- The keys to building credibility with senior management and key stakeholders.
- Strategies for immediately applying *Precision Questioning and Answering* in your work place.

**BOOK YOUR WORKSHOP TODAY**

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