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I ' ll walk you clockwise
around this “ Power
Questions matrix, ”
shown below. In the
lower left quadrant,
you ' ll ask rational or

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analytical questions about execution: “ How are you going to do that ” or “ What is your timing? ” or “ How will that initiative impact your ability to stay close to your customers? ” and so on.

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Here are some of the key

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power questions you must ask when this happens “ Thank you for raising this with me.

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