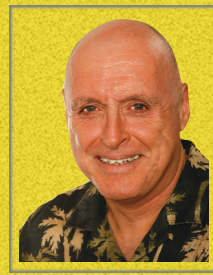


THE EXTRA POINT

BY JERRY ROBERTS



36 Are You Asking Enough Questions?

When you question a leader is it a challenge to their authority, or just an effort to learn more, think more, do more and become more? I'm Jerry Roberts, let's get the answer to that question, next on The Extra Point.

The question I just asked is a loose interpretation of a statement made by John Maxwell, who wrote a book entitled, "Good Leaders Ask Great Questions."

Maxwell believes that if we don't ask questions of our leaders, we actually cheat ourselves.

Cheat ourselves? How so?

From getting a deeper understanding of what we're being asked to do, of where the leader is directing the organization, of our mission, of the daily/weekly/monthly/quarterly/yearly objectives we're told are important, and of the intricacies and details of the job we're doing. Would a few questions help us figure all that out?

But what if our boss is the kind of person who doesn't like questions? "You just do what I say, never mind the questions." In my experience this is because the leader either doesn't care what you think and only wants it done his or her way, doesn't think there is a better way, or is unsure of their own ability and would have trouble answering questions.

The worst scenario is when a manager feels that a question is an effort to challenge their authority. This gets down into ego and self-esteem issues and there's not enough time for that today. I just hope it's not happening where you are.

Questions put managers into a great position, that of a teacher, helping workers to clarify positions and enhance understanding. If I work for you, please help me to know and then help me to grow. What comes out of that will be good for both of us.

Questions allow us to build ideas and build on the ideas of others. Questions challenge the status quo. They open the door to potential and growth.

In the idea business, one plus one equals three, maybe four. Get as many as you can. Great ideas often come from a pile of good ideas, and we can make an idea great by tossing it in the middle of a bunch of people who really want to work on it. Add something, take something away, turn it backwards, or upside down.

If you're a manager or business owner, you should rejoice that people in your organization ask questions, rather than just sit there and stare back at you.

Make a list of questions today about your job or project, or a process or overall direction; about how it can be improved. Then, "Hey boss, I have a couple of questions. Got a minute?"

That's The Extra Point. Get out there and make something good happen today. For 93.3, I'm Jerry Roberts.

###

For information on training and consulting services from Jerry Roberts, please click this link: guamtraining.com

THE POINT
93.3 FM / 1350 AM / 104.3 FM HD-3

GUAM  TRAINING