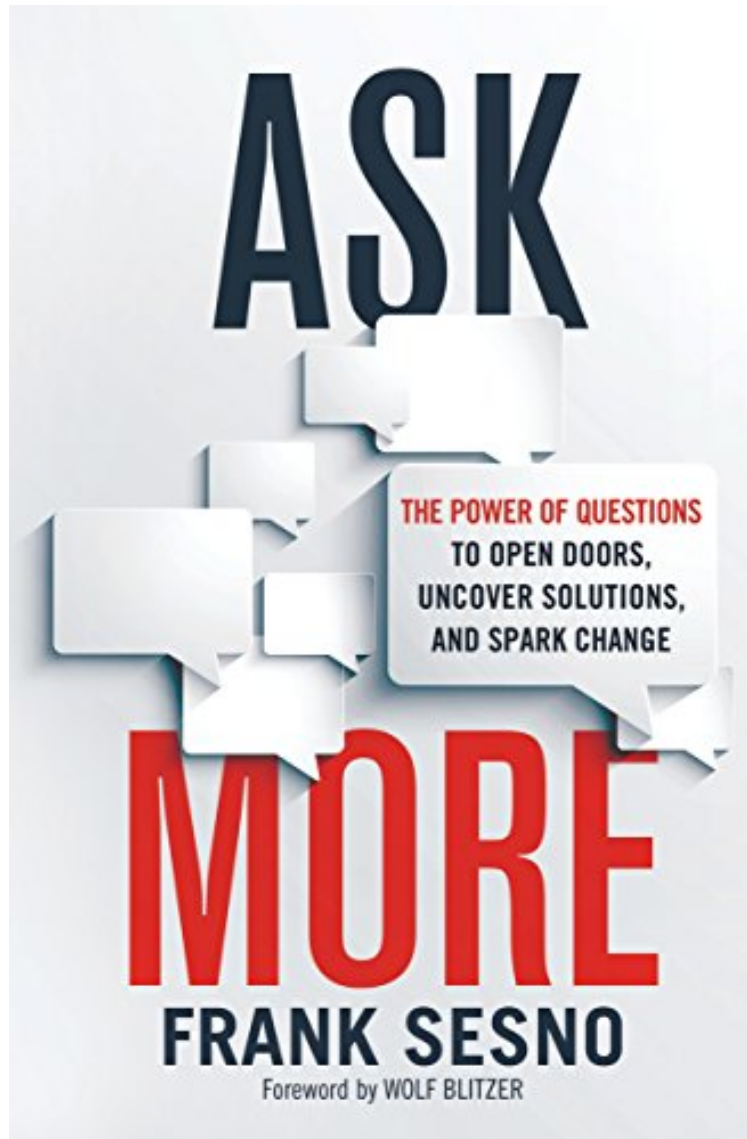


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Ask More: The Power of Questions to Open Doors, Uncover Solutions, and Spark Change

Frank SESNO

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before purchasing it in order to gage whether or not it would be worth my time, and all praised Ask More: The Power of Questions to Open Doors, Uncover Solutions, and Spark Change:

0 of 0 people found the following review helpful. Excellent resourceBy SbkThis book hits the mark now more than ever. Learning the power of questions is extremely well presented in this great work. Coming from a sales background I can see this being an especially valuable reference for learning how to approach customers and management to help

drive specific outcomes. From my time on a local school board, I can see the value that the right questions can be in the political arena. I am grateful that Frank shared so many of his experiences from his early years in journalism to his later career in media, now education. He met some great folks and pulled together a great breakdown of how to use questions in the best ways possible. 0 of 0 people found the following review helpful. Great read! By L. B. Loved "listening" to this book on Audible. We should be asking questions, making inquiries and seeking to understand. Looking forward to reading his next! 0 of 0 people found the following review helpful. Highly recommended. By JohnWell written with many helpful real world examples. Highly recommended.

An Emmy-award-winning journalist reveals how to ask the QUESTIONS that make a difference. What hidden skill links successful people in all walks of life? What helps them make smart decisions? The answer is surprisingly simple: They know how to ask the right questions at the right time. Questions help us break down barriers, discover secrets, solve puzzles, and imagine new ways of doing things. But few of us know how to question in a methodical way. Emmy-award-winning journalist and media expert Frank Sesno aims to change that with Ask More. From questions that cement relationships, to those that help us plan for the future, each chapter in Ask More explores a different type of inquiry. By the end of the book, you'll know what to ask and when, what you should listen for, and what you can expect as the outcome. Packed with illuminating interviews, the book explains: How the Gates Foundation used strategic questions to plan its battle against malaria; How turnaround expert Steve Miller uses diagnostic questions to get to the heart of a company's problems; How NPR's Terry Gross uses empathy questions to dig deeper; How journalist Anderson Cooper uses confrontational questions to hold people accountable; How creative questions animated a couple of techie dreamers to brainstorm Uber. Both intriguing and inspiring, Ask More shows how questions convey interest, feed curiosity, and reveal answers that can change the course of both your professional and personal life.

"When it comes to asking the kinds of questions that get you the kinds of answers that actually mean something, Sesno is your guy." --VOYA Magazine "Both intriguing and inspiring, Ask More shows how questions convey interest, feed curiosity, and reveal answers that can change the course of both your professional and personal life." --800CEORead "Post-election America has prompted a reflective period for many...Sesno couldn't have timed any better the release of his research- and interview-based exploration of the art of strategic questioning." --Associations Now "helps you learn, understand, connect, observe, push boundaries, solve problems and hold people accountable." --Palm Beach Post "The book covers a lot of territory...there's a lot to be learned from his thoughtful, in-depth exploration." --The Globe and Mail "This book is not solely dedicated to problem solving. Mr. Sesno considers questions from a broad range of fields; Some questions are for military strategists, job interviewers or doctors. One of the most moving chapters was on questions to ask an aging parent about what mattered in their life." --GoLeanSixSigma "Ask More encourages us to defy our fears and tackle those problems that beset us with measured, careful inquiry." --Washington Independent of Books "At heart, [Sesno's] book's central premise is simple: Intelligent, insightful questions, posed in the spirit of genuine inquiry, lead to intelligent, insightful answers." --Washington Independent of Books "The book has a journalistic flair: captivating stories, wonderfully-crafted anecdotes and fascinating interviewees." --The Girls' Guide to Project Management "easy-to-read and the ideas are logical. Readers will be hard pressed to not find several nuggets to add to their own toolbox of questioning strategies." --Portland Book "In Ask More, Sesno's experience as one of the world's premier interviewers is clearly evident...his well-told stories illustrate just how and when to use every inquisitorial technique at your disposal." --TD magazine "comprehensive question guide to provoke thought and inspire creative answers, complete with scenarios ranging from identifying a physical illness to acing a job interview." --Global Business and Organizational Excellence From the Inside Flap What hidden skill links successful people in all walks of life? What helps them make informed decisions, inspire creativity, and forge stronger connections? The answer is surprisingly simple: They know how to ask the right questions at the right time. Questions help us break down barriers, pinpoint solutions, and explore new ways of doing things. Yet most of us assert more than we ask. We talk more than we listen. Imagine how much more effective we would be if we flipped the equation. Ask More puts questions at the center of every conversation. Author Frank Sesno, an Emmy Award-winning journalist, has spent decades questioning global leaders and everyday people alike. He draws on his formidable interviewing skills to break down the art of inquiry into eleven categories of questions, each designed for a different purpose. Ask More recounts dozens of stories of people who have used questions to discover and excel. Whether you're trying to manage a project, solve a problem, or confront an adversary, these stories are inspiring. They show how to ask, what to listen for, and how to link your questions to your goals. • Colin Powell shows how strategic questions can define a mission and forecast success—or failure. • Turnaround expert Steve Miller uses diagnostic questions to get to the heart of a company's problems. • NPR's Terry Gross digs deeper with empathy questions. • Journalist Anderson Cooper uses confrontational questions to hold people accountable. • Creative questions led a couple of

techie dreamers to imagine Uber and a young mayor to challenge history. bull; The Osborne Group uses mission questions to help nonprofits fundraise more successfully. bull; Dr. Anthony Fauci posed methodical scientific questions to help crack the HIV/AIDS mystery. bull; And many more. In an age of instant answers, fly-by facts, and relentless clickbait, Sesno makes a passionate appeal to observe carefully, listen intently, and ask more. He reveals a process of inquiry that can change your life, and might even change the world. Frank Sesno is a former CNN anchor, White House correspondent, and Washington bureau chief, and is now director of the School of Media and Public Affairs at The George Washington University. He has interviewed leaders from around the world, including five US presidents, and is the creator of Planet Forward, an innovative storytelling platform seeking solutions to some of the world's toughest challenges. From the Back Cover Advance Praise for Ask More Idquo;Ask More is an essential guide to asking questions in a way that can better achieve your goals. Through engaging stories and remarkable people, this illuminating book will show you how you can use questions not only to learn, but to challenge, inspire, innovate and excel.rdqquo; mdash; Anderson Cooper, CNN Anchor Idquo;Frank Sesno asks all the right questions and shows their power. The message: Don't avoid the question marks; just learn how to use them. I use questions as a weapon. But Frank is wiser; he uses questions to improve our lives.rdqquo;mdash; Jorge Ramos, television journalist and anchor, Univision Idquo;Frank Sesno is a master interviewer. In Ask More he reveals his secrets to an engaged life. Read this book: It will help you liven every conversation, navigate through complexity, slice through evasion, turn strangers into friends, and chart your course through major life decisions. This book is not only about asking questions. It is also about living a rich life.rdqquo; mdash; Barbara Bradley Hagerty, bestselling author of Life Reimagined Idquo;Ask More illustrates how we are well served by the questions we ask, from our daily lives to giant discovery. The book pushes us to ask more of ourselves at a time of increasing complexity and polarization. Frank Sesno compellingly explains that if we asked more and asserted less, we might find common ground and solve some of our greatest challenges. Everyone who cares about our future should read this engaging and inspiring book. Not just about questions, it's a guide to a way of think-ing that can help us act strategically, compassionately and creatively.rdqquo; mdash; James Douglas, former Vermont Governor Idquo;Do we want to be right? Or do we want to understand? (Spoiler alert from this remarkable read: The latter increases the odds of the former.) I wish I'd had this book before I started a company, made an investment, traveled the world, raised kids. In the complex journeys that are today, we gravitate to quick and simple answers. But never has it been more important to take the time to ask the right questions. Ask More is our journey's road map.rdqquo;mdash; Christopher M. Schroeder, venture investor and author of Startup Rising