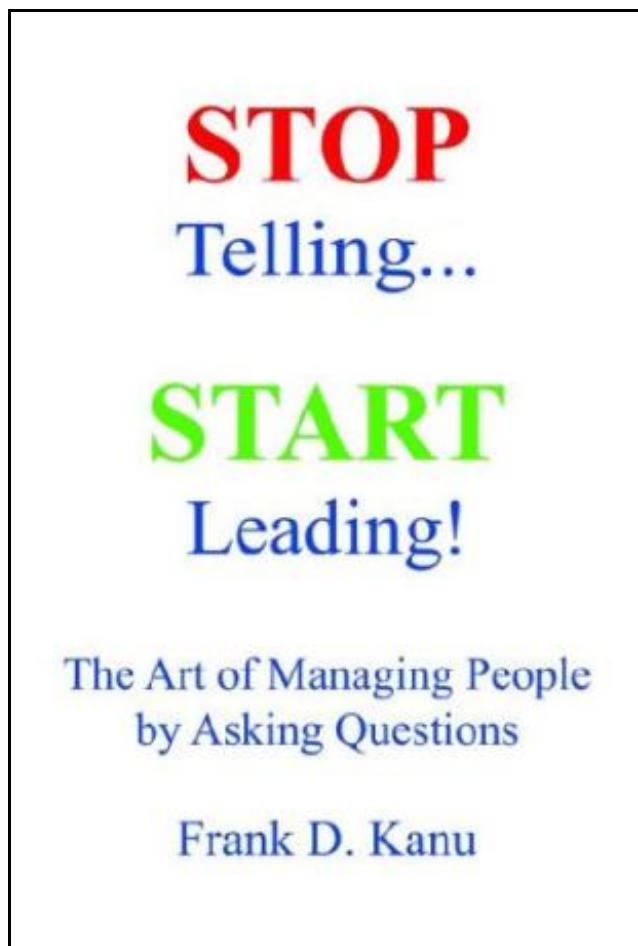


## Stop Telling. Start Leading the Art of Managing People by Asking Questions



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Genius One, Inc. Paperback. Book Condition: New. Paperback. 204 pages. Dimensions: 8.7in. x 6.0in. x 0.9in. In the fifth century B. C. the Greek philosopher Socrates perfected a method of teaching in which he would ask disarmingly simple questions that actually forced people to admit what they didnt know. As you read this book, youll find a number of questions that follow the Socratic tradition. The reason Todays managers need more than the predefined answers we might think are correct, but which seldom fit the problem at hand. Stop Telling. Start Leading is a work book and should be used as such. It offers many open-ended questions to the manager, offering ways to determine why something has gone off-center. Because every manager is different-the result of education, cultural background, ethnicity, etc. -offering predefined one size fits all answers cant do it any longer. Managers need to answer tough, pointed questions that will force them to come to terms with their goals. Once they do that, they can manage more effectively and more positively-which helps them and their team. Step 1: What Is Management Without the proper foundation, any building will be unable to stand solidly. Different existing definitions are introduced, including the classics from Maccoby, Myers Briggs and Keirsey, as well as some lesser-known ones. Step 2: Know the Sins As a manager you must be well aware of the shortfalls that can break your business: starting with the 13 most deadly sins like Demand and Encourage, Ignore Standards, Tolerate Negligence or Let Everything Go Uncontrolled. Youll learn about a manager who punished underperforming employees with a whip. Step 3: Take Responsibility Managers need to understand that taking responsibility means standing up for their employees. But employees need to take responsibility as well. Responsibility is more than just focusing on making...

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