

Empowering Questions

An empowering question is one that opens up possibilities and makes the assumption that something can happen. It also implies that people are capable, competent, and have the skills, knowledge and abilities necessary to accomplish the task.

Asking empowering questions is a way to motivate people and let them know you believe in them. Empowering questions are also a way to begin a dialogue and discover what people really think and feel. They encourage people to talk about their ideas and how they see the possibilities unfolding.

Empowering questions usually start with “What”, “How” or Who.

Some examples of Empowering Questions are:

“What do we need to do in the next six months to increase our sales by 20%?”

“Who is willing to take this on?”

“How can we let our clients know we are offering this service?”

“What would you like to do?”

“How can we move this forward?”

“What are your strengths?”

“How can you use your strengths to accomplish this goal?”

“Who do I need to call to get this moving?”

“What do you need from me?”

“How can I support you in this?”

“Who will be in charge?”

“What is the next step?”

“How can you make it better?”

“What do I need to do?”

SANDRA V. ABELL, MS,LPC
Telephone 541-772-3470
Fax 541-608-2708
www.insidejobscoach.com
sandy@insidejobscoach.com