



Smart Questions: The Essential Strategy for Successful Managers

By Dorothy Leeds

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Whether you manage one person or hundreds, asking the right question at the right time is one of the most valuable skills you can have. It's what distinguishes a good manager from a great one. This definitive guide shows you how to ask for the most from your staff—and get it!

- Enhance “people productivity” through motivation
- Turn your question into positive action
- Ask the right question of the right person, at the right time
- Conduct a hiring interview, the *Smart Questions* way
- Reduce mistakes and overcome objections
- Solve problems and gain control over volatile situations

“Dorothy Leads has contributed enormously to the practice of good management. This is a book you should read.”—Nancy Austin, coauthor of *A Passion for Excellence*

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Editorial Review

About the Author

Dorothy Leeds, a sought-after motivational speaker, has contributed to and been featured in numerous publications including **The New York Times**, **USA Today**, **Money**, **Forbes**, and **Business Week**.

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