

Power Questions

by Andrew Sobel, Jerold Panas

A printable to-do list of the most effective habits from this book. Check one off each day you do it.

MON TUE WED THU FRI SAT SUN

- ⁰¹ **Use the 24-Hour Follow-Up Question**

After every significant meeting, identify one question you wish you had asked. Write it down. In your next exchange with that person, lead with it. Returning to a question shows you were actually listening.

MON TUE WED THU FRI SAT SUN

- ⁰² **Ask Before You Advise**

When someone brings you a problem, ask "What have you already tried?" or "What would you do if I were not here?" before responding. You will give better counsel - or none at all, because they have solved it themselves.

MON TUE WED THU FRI SAT SUN

- ⁰³ **The One More Question Rule**

When a conversation feels complete, ask one more question. The most valuable insights often surface in the final minutes, after defenses have lowered. Try: "Is there anything else on your mind about this?"

MON TUE WED THU FRI SAT SUN

- ⁰⁴ **Ask About Their Tuesday**

The most powerful rapport-builder is also the most specific. Tell me about your average Tuesday - not their vision, not their strategy, but their regular reality. This is where you discover the real friction and genuine stakes.

MON TUE WED THU FRI SAT SUN

- ⁰⁵ **The Why Does That Matter Protocol**

When someone shares a goal or problem, follow up with "Why does that matter to you?" Then ask it again. Most people do not surface their real motivations until a patient question draws them out - usually the second or third time.

MON TUE WED THU FRI SAT SUN

- ⁰⁶ **Host a Question Dinner**

Gather four to six people and set one rule: no opinions, only questions. The conversation becomes richer, more mutual, and people leave feeling genuinely heard. Apply the same format to your next team meeting.