



Humble Inquiry: The Gentle Art of Asking Instead of Telling

By Edgar H Schein

Gildan Media Corporation, 2014. CD-Audio. Condition: New. Unabridged. Language: English . Brand New. The key to effective communicationCommunication is essential in a healthy organization. But all too often when we interact with people--especially those who report to us--we simply tell them what we think they need to know. This shuts them down. To generate bold new ideas, to avoid disastrous mistakes, to develop agility and flexibility, we need to practice humble inquiry.Ed Schein defines humble inquiry as the fine art of drawing someone out, of asking questions to which you do not know the answer, of building a relationship based on curiosity and interest in the other person. In this seminal work, Schein contrasts humble inquiry with other kinds of inquiry, shows the benefits humble inquiry provides in many different settings, and offers advice on overcoming the cultural, organizational, and psychological barriers that keep us from practicing it.



READ ONLINE
[9.46 MB]

Reviews

Comprehensive guideline for book lovers. It is really simplified but excitement in the fifty percent in the publication. Your daily life period is going to be change as soon as you full looking at this book.

-- **Kayley Lind**

It in one of my personal favorite publication. Indeed, it is actually perform, still an amazing and interesting literature. Its been printed in an exceptionally easy way which is merely soon after i finished reading this book where really altered me, change the way i believe.

-- **Neal Homenick IV**