The Precision Q+A workshop opens a deeply experiential window into heightened analytic thinking. By using activities based in participants’ real work, the workshop fosters skill building on the spot. Participants learn a typology of questions, which allows them to improve quickly, and master essential rules for creating answers that are concise and effective. The workshop design helps participants end the day with stronger analysis and deeper thinking.

**PRECISION Q+A LEARNING OBJECTIVES**

By the end of the full-day session, participants will:

- Learn the seven categories of analytic questions
- Master the format for concise answers to precise analytic questions
- Apply the questioning and answering tools to real issues in their work
- Communicate in ways that improve the efficiency of a discussion

**PRECISION Q+A LEARNING DESIGN**

Since 1994, more than 50,000 people have studied Precision Q+A in hundreds of workplaces around the globe. Our format maximizes both in-room learning and participants’ ability to apply the skills immediately.

![Workshop Outline]( Workshop outline continued on next page )
WORKSHOP OVERVIEW

Before the workshop
• In a one-hour pre-work assignment, participants create a proposal related to a challenge in their current work, which is used throughout the day.

During the workshop
• Personalized learning focuses on participants’ work via interactive exercises and instructor feedback.
• An ongoing action plan allows participants to identify where they will use Precision Q+A right away.

After the workshop
• Four weekly post-workshop skill reinforcers cement the main lessons.
• Optional subscriptions to monthly Skill Sharpeners and a learning community provide opportunities for practice and life-long learning.

MEASURING THE IMPACT OF PRECISION Q+A
We have measured the impact of the Precision Q+A workshop in a number of ways, including:

Skill change
• Four out of five participants say they are better equipped to communicate with senior management after Precision Q+A.
• Four out of five participants report they have more efficient conversations, ask more precise questions, and give better answers.

Self-assessment (all scores over 6.0 on a 7.0 scale)
• Participants tell us that they have gained a tool that they can use to deepen their own thinking.
• Participants agree that they have a larger vocabulary of precise questions after one day of Precision Q+A.
• Participants report that the course will benefit them in their work.

“As a leader it will help me make my team more effective and it will help them grow themselves, as well as communicate more effectively with their peers and other leaders.”

“I believe I can be much better prepared to interact with my manager and I can be a better resource and support for my team.”