



# Discover Your Best Thinking

## ➤ THE BUSINESS NEED

Cutting-edge knowledge work asks for innovation amidst growing complexity, performance pressure, and distraction. In this demanding context, savvy questions are our most effective tool for improving focus, engagement, and execution.

“ The most important course a person can take for success in knowledge work. ”

—Tony Alvarez,  
Chief Operating Officer,  
Aptina Imaging, Inc.

We work with market leaders across a variety of industries, including 20 of the NASDAQ 100 and many of *Fortune Magazine's* “World’s Most Admired Companies:”

- top 5 in software
- top 3 in internet services
- top 3 in retail
- top 3 in semiconductor

## Better Questions. Bigger Impact.

Today’s economy rewards organizations, leaders, and individuals who know how to quickly access and communicate their best thinking. Yet many of us believe that we can’t dramatically advance our analytic capability or learn to think more powerfully in collaboration with others. If you are buying into this myth, you aren’t tapping anywhere close to your or your organization’s full potential.

Join us for a one-of-a-kind learning experience that will transform how you and your team communicate, analyze issues, and solve business problems.

### LEARNING OUTCOMES

Tested over two decades in some of the world’s most respected businesses and universities, Discover Your Best Thinking with Precision Q+A™ teaches you how to bring the best of your analytic and social-emotional intelligence to the business problems your organization is tackling. During this one-day workshop, you will:

- Learn Precision Q+A™, the most comprehensive analytic questioning framework available.
- Master seven categories of questions and apply them to deepen your thinking about your team’s most critical initiatives.
- Dramatically expand the repertoire of questions you use to examine issues, manage projects, and unlock your finest work.
- Practice giving crisp, clear, concise answers that build credibility and teamwork.
- Rigorously test your thinking as you solve a work challenge or prepare for a project review with your team, or your manager or executive.

# Discover Your Best Thinking

## Participants Say

- “Our first signs of change occurred in project reviews. We started hitting our targets more often.”
- “This workshop improved my ability to do collaborative critical thinking and ask important questions. It helped me to rise quickly within my company.”
- “These skills will help me be more impactful as a leader. I now understand how to communicate more effectively in executive reviews.
- “By far, this was one of the most informative workshops I’ve ever experienced. I left the training with a whole new awareness of how to respond to questions.”
- “This is something you can use walking out the door. I applied what I had learned in class the very next day.”
- “Not a day ‘down’ for training – this course was a day of rapid progress for my team’s most important projects.”

## TARGET AUDIENCE

### Executives who:

- Want to inspire their teams to innovate with greater speed and capability.
- Seek to quickly focus their organization to deliver quality results during times of change.

### Managers who:

- Lead projects requiring collaborative critical thinking, rapid problem solving, and timely execution.
- Want to unlock their team’s finest work, make smarter decisions, and advance their careers.

### Individual contributors who:

- Want to stand out as collaborative thought leaders in their organizations.
- Seek heightened effectiveness, efficiency, and credibility in communication about complex workplace issues.

## YOUR LEARNING JOURNEY

- **Before the course:** Identify an important business issue in your work that you will address in class.
- **During the course:** Personalized learning focuses on your work via interactive exercises and instructor feedback. Immediate skill application improves performance quickly and substantially advances critical initiatives.
- **After the course:** Post-workshop skill reinforcers cement lessons learned, and optional subscriptions to monthly Skill Sharpeners provide opportunities for further thought leadership development.

## TO SCHEDULE

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