

# Leading with Curiosity

Mandy Pallock



# I. The Power of Purpose and Passion

# Questions to Increase Relational Curiosity

- Why?

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- Why?
- What don't I know?

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- What would happen if...

# Questions to Increase Relational Curiosity

- Why?
- What don't I know?
- Could there be another explanation?
- What would happen if...
- What can I learn from this?



## II. Understanding Your Personality Type

# Discuss

- How do you see personality affecting your business interactions?

# Ponder

- In what circumstances and style will this person thrive while we have this conversation?

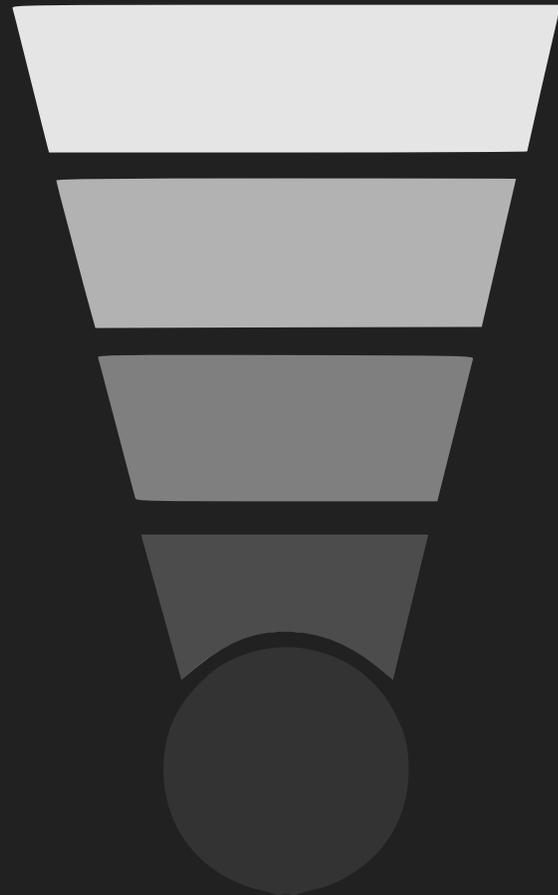


### III. Leading with Curiosity

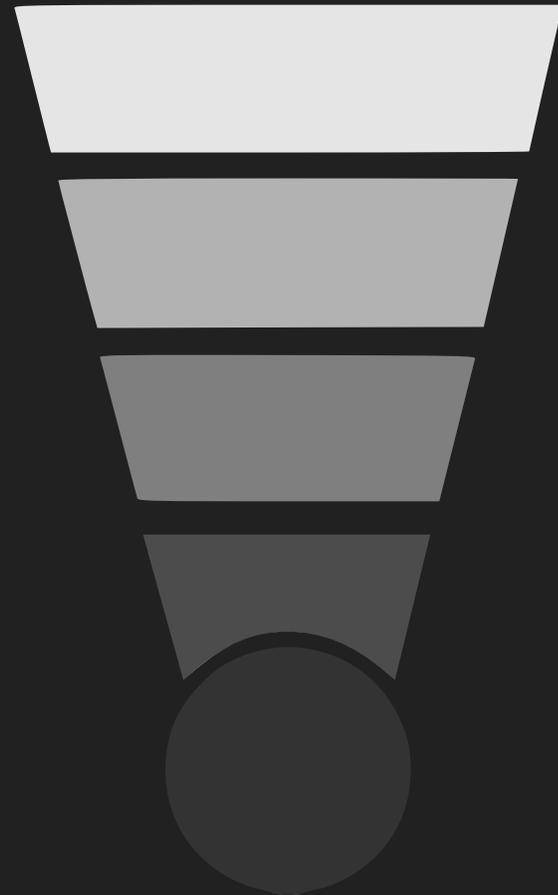
# Leading with Curiosity: The Art of Powerful Questions

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# The Sales Funnel

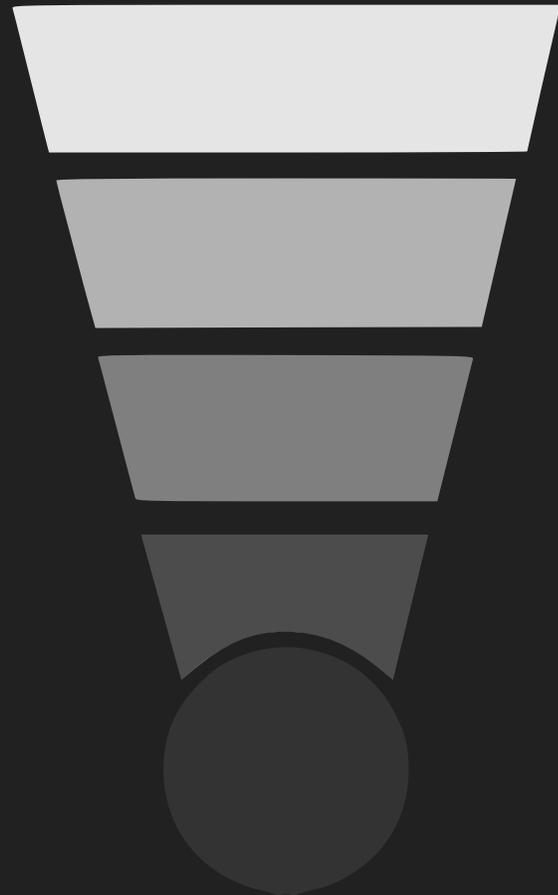


# The Sales Funnel



○ Awareness

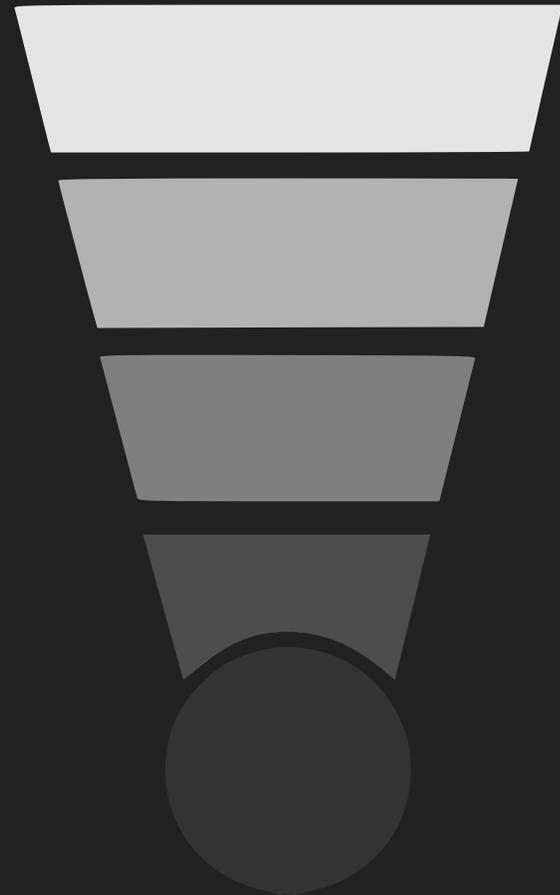
# The Sales Funnel



○ Awareness

○ Interest

# The Sales Funnel

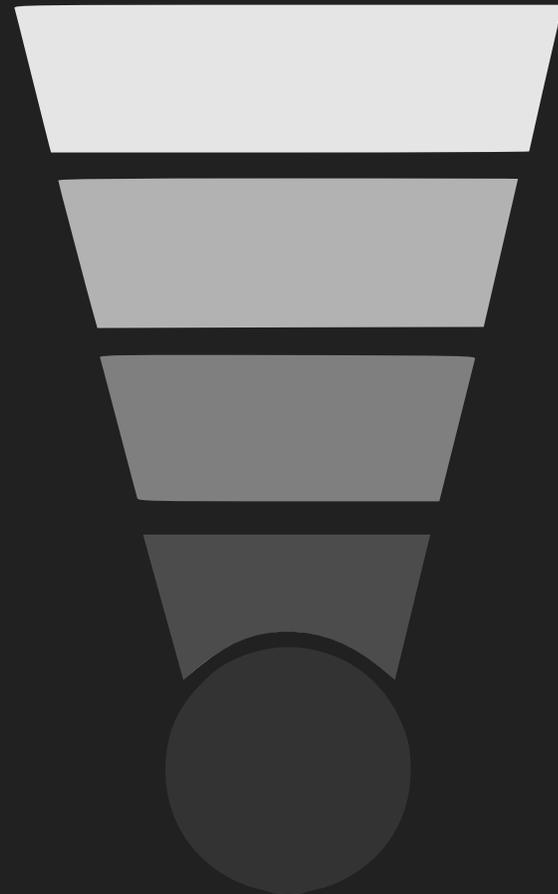


○ Awareness

○ Interest

○ Desire

# The Sales Funnel



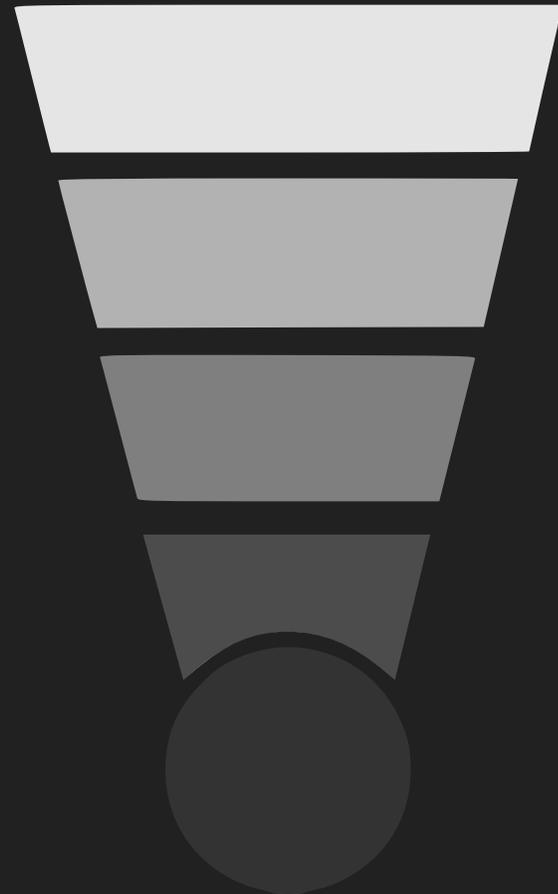
○ Awareness

○ Interest

○ Desire

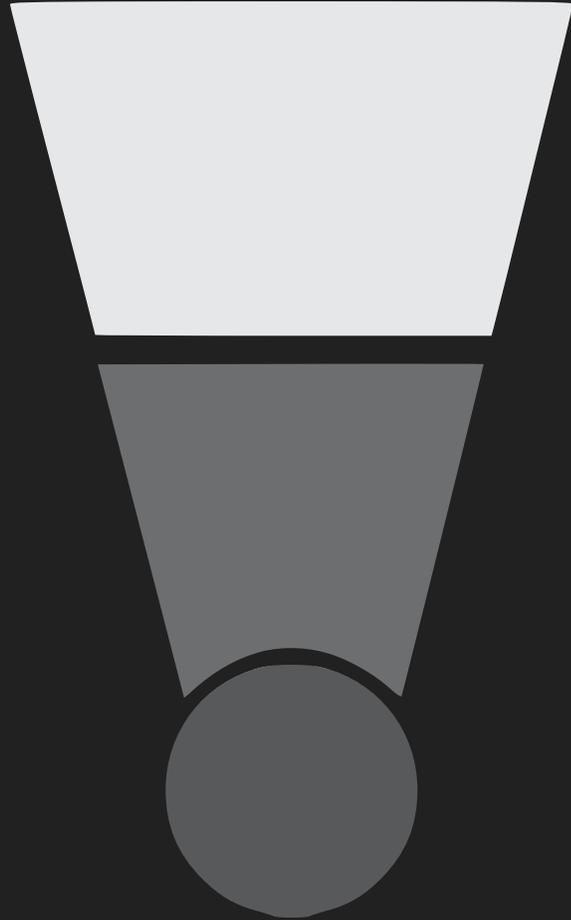
○ Action

# The Sales Funnel

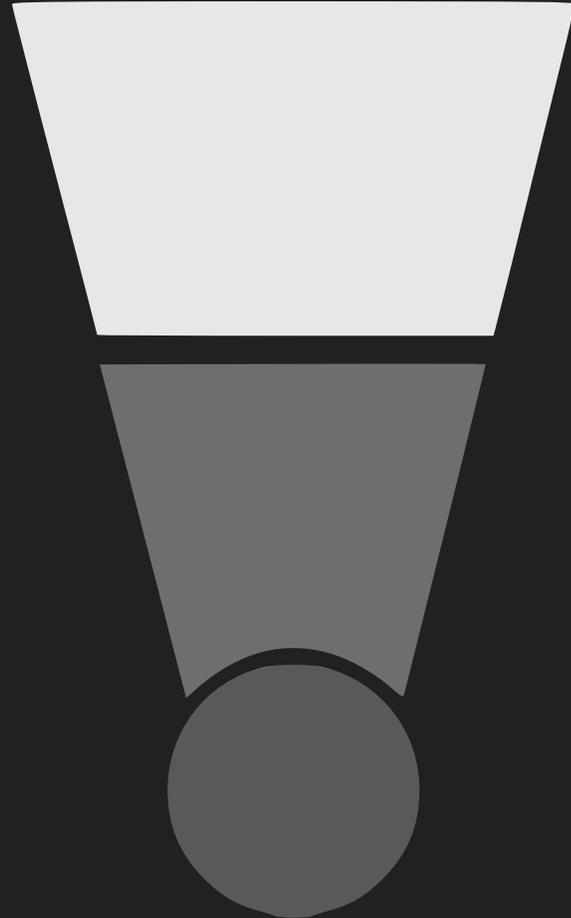


- Awareness
- Interest
- Desire
- Action
- Loyalty

# The Question Funnel

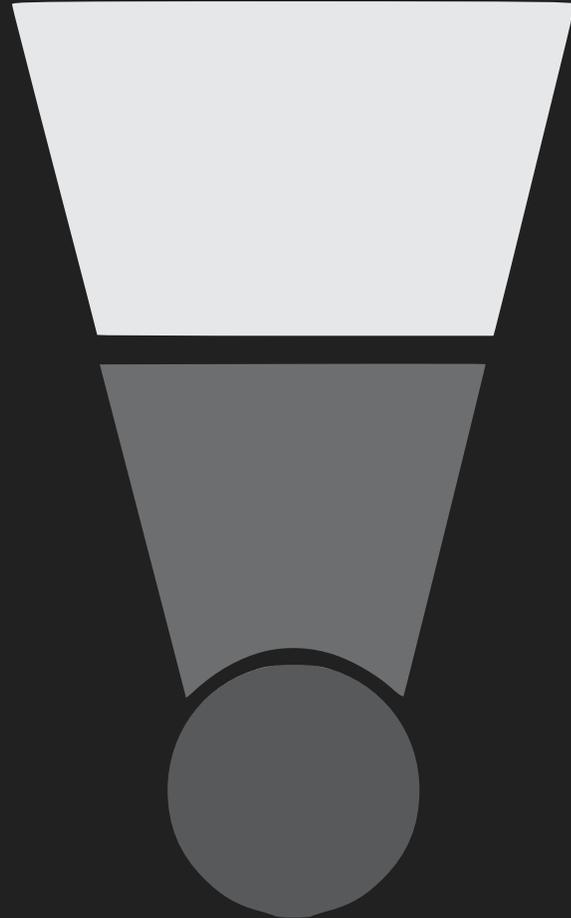


# The Question Funnel



○ Invest

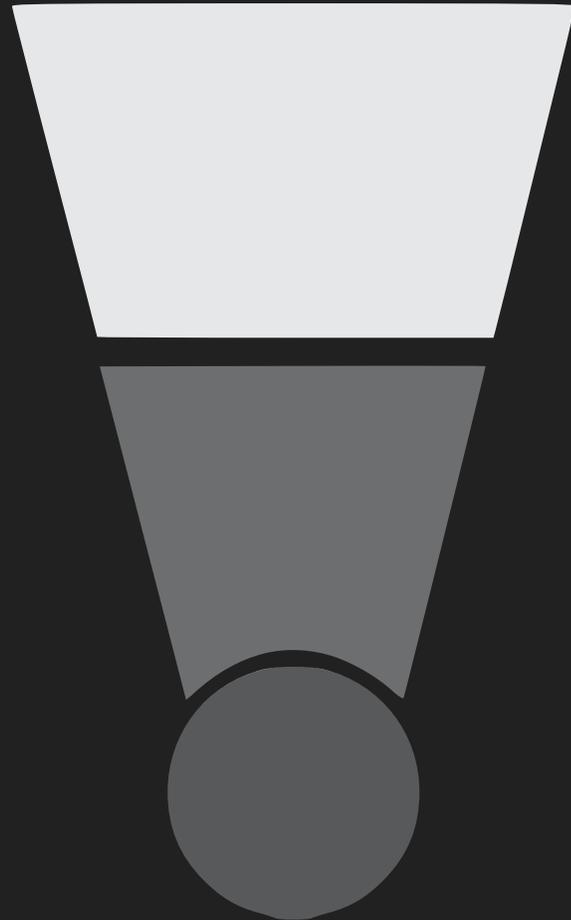
# The Question Funnel



○ Invest

○ Discover

# The Question Funnel



○ Invest

○ Discover

○ Cultivate

**Asking questions and listening  
well can take every  
relationship deeper!**

# Favorite Questions

- Do you have a passion project these days? If not, do you want one?

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- What is the best thing that has happened to you in the past 29 hours?

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- Do you have a passion project these days? If not, do you want one?
- What is the best thing that has happened to you in the past 29 hours?
- What's your story?



## IV. Putting it all Together

# Conversation Starters

○ [thequestionhabit.com  
/utsa](https://thequestionhabit.com/utsa)



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well can take every  
relationship deeper!**

# Let's Connect!

- [thequestionhabit.com](http://thequestionhabit.com)
- @mandy\_pallock
- Presently Engaged Podcast:  
*Short, friendly encouragement  
to live intentionally right where  
you are*



**What would it look like if you  
turned your next statement into  
a question?**