

DISCUSSION QUESTIONS

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Leading is a Choice

- Effective leaders ask good questions and tap into the other person's "who".
Why do you think people are hesitant to go beyond other's "what" and tap into their "who"?
- Most of us have two selves - who we really are, and who we let the world see.
How would things be different for you if you were to give up a little more of your "who" and be your more authentic self?
- Positive reinforcement is an amazing tool. How have you been motivated through positive reinforcement in the past, and what were the effects?
- Dale Carnegie once said, "I deal with the obvious. I present, reiterate, and glorify the obvious - because the obvious is what people need to be told." Most of Jon's talk deals with the obvious, yet few people do the things he talks about, hence the reason why there are so few leaders in this world. Why do you think that is?
- How does Jon's definition of leadership, the ability to motivate and inspire others to greatness, empower you going forward?

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