

# Questions for Businesses

When the forces of change and the resistors of progress clash, who usually prevails?  
How much have you or your company changed within the last year? How? In what ways?  
If not, are you proud of staying the same?  
Don't you know that those who steadfastly rebuke change become social-business dinosaurs?  
To what do you ascribe the success of your competition?  
How will you establish a Point of Difference for your company?  
What constitutes a leader? What leadership qualities were you taught? What weren't you taught?  
What things are executives not taught on the way up?  
Why do executives fail to go the distance and fall from the ladder?  
How much do you study forces outside your organization that could affect your livelihood?  
How loyal are your present employees?  
What are the costs of replacing and training workers?  
Wouldn't it be nice if people would focus more upon the positives than the negatives?  
How might you best showcase your accomplishments?  
How do you benchmark those accomplishments?  
If problems outweigh accomplishments, how will you turn that tide?  
Have you attended a management retreat during the past year?  
Might some fresh approaches work for your business?  
Where do you expect to be in another 10 years?  
If you don't plan for the future, what will likely happen?  
What expertise do consultants have, outside of their core business experience?  
When was the last time that you failed? What did you learn from it?  
Isn't success a natural outgrowth of failure?  
When was the last time that you were successful at something? Why?  
What are the most important things that you learned in life?  
Who were your teachers and mentors? What did they teach you that you use now?  
How long can band-aid surgery be applied to an organization and really stick?  
Shouldn't Strategic Planning be conducted to assure longterm business success?  
What valuable lessons did you learn from competitors, colleagues and consultants?  
Where have you been in the last 20 years, and what were your professional accomplishments?  
How many successes were attributable to you?  
If the ideas were not yours, whose brain power enabled your company to succeed?  
Have you thanked your business collaborators lately? If not, when?  
Are there plans for crisis management or preparedness?  
Outside of the term "mission statement," what are the components of a Strategic Plan?  
What constitutes corporate Vision?  
Isn't change wonderful?  
Who is directly responsible for your failures and successes?  
How far behind the trends can a company stay?  
Where are the bright young professionals of tomorrow coming from?  
How are you insuring that new talents will be trained properly and allowed to blossom?  
Who is really in charge of your organization? Who runs whom?  
Have you been taught ways to manage change, rather than becoming a victim of it?  
When the organization does not progressively grow, who are the losers?  
What are the costs of an unempowered and undereducated workforce?  
How does a company on the downslide patch its problems?  
How many companies have you seen fail because they did all the wrong things?  
How are you keeping it from happening to your organization?  
Specifically, what pro-active things are you doing? When? With whom? For what goals?  
If you don't champion a pro-active direction for your organization, who will take the initiative?