



Court Leadership and Asking Questions



Why ask questions?

Questions allow access to more information and lead to details on the “why.” Questions promote communication, facilitate uncomfortable situations, may de-escalate disagreements, provide clarification and greater understanding, and often stimulate thinking. Questions aid in assessing the challenge, increase perspectives and understanding, support critical thinking, and stimulate creativity. Questions give leaders a tool for inquiry and learning.

In this issue, **success questions are offered.** These questions may be asked of others to unlock success.

Questions shared here may be similar to those presented in other issues.

Sample Areas of Questions to Be Profiled

Employee

Smarter

Alignment

Success

Team

Power

Coaching

Court Leader

Success Questions to Try Out

1. What is the greatest lesson you have ever learned?
2. What are you learning now?
3. How has failure shaped your life?
4. Who do you know that I should know?
5. Will you help me and introduce me to them?
6. What have you read that I should read?
7. What have you done that I should do?
8. How can I add value to you?

Consider These Aspects When Using These Questions

- Questions are the most effective way to connect with people
- Questions unlock doors that otherwise would remain closed
- Questions build ideas
- Questions cultivate humility
- Questions allow us to direct the conversation
- Repeating questions such as “why?” or “what else?” or “what does this indicate?” can result in surfacing great information

Evaluate: Are you asking enough questions? Can you use more “what, why, when, how, where, who” questions?

Resources: Harvey Mackay, harveymackay.com, Good Leaders Ask Great Questions, undated; H. Mackay, The Power of Questioning Your Way to Success, 7/6/15; H. Mackay, Here’s How to Ask the Right Questions, 7/8/19; John C. Maxwell, Good Leaders Ask Great Questions, 2014.

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