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Hermann Scherer

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Wer fragt führt, wer begründet überzeugt, wer beweist ist glaubhaft.

Ohne Fragen gibt es keine Kommunikation. Aber nur derjenige, der mit Strategie fragt, bekommt zielorientierte Informationen, entwickelt Bedarf und Bedürfnis bei seinem Gegenüber und beschleunigt Entscheidungen.

Lesen Sie:

- * welche grundsätzlichen Fragetypen wichtig sind
- * was sich mit Fragen erreichen lässt
- * wie Sie Fragen systematisch einsetzen
- * wie optimales Frage-Design aussieht
- * wie Sie mit Fragen Sachverhalte bewusster machen
- * wie Fragen zur Entscheidungsfindung führen können.

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