ASKING HIGHER-VALUE QUESTIONS WITH PRECISION Q+A

Have you ever observed an executive, leader, or colleague get to the heart of a complex issue with just a few, high-value questions? At first it seems like an art form, but it is also a skill that can be learned and honed. Most people have never had a chance to learn the science of questions. Once we do, we see there are types of questions that serve particular purposes, and how to use questions to unlock insights more efficiently.

LEARNING OUTCOMES

Asking Higher-Value Questions with Precision Q+A teaches the science of questions (i.e., the 7 Categories of Questions), along with real-time practices that enable you to become a vastly better questioner in a short period of time. By the end of it, you will be able to:

- Use the 7 Categories to quickly deepen your thinking about any issue.
- Ask more thoughtful and incisive questions of your colleagues, customers, and partners.
- Think on your feet more effectively as you collaborate.
- Accelerate your learning and problem-solving.

Structured to provide immediate value, this event will be highly interactive. We believe that people learn best by doing, so there will be 10 minutes of practice for every 5 minutes of presentation. You will have a chance to practice in real time, quickly realize a whole new gear of capability, and receive an online workbook that will help you continue to hone your skills.

ABOUT ENLIVENWORK

All of us can enrich our questions, learning and thinking in ways we may have never imagined, yet very few of us were ever taught how. EnlivenWork's mission is to unlock this powerful potential inside organizations globally. EnlivenWork is the developer of the world's most complete and practical question framework, emerging from 25 years of research in accelerated learning at Stanford University. Teaching this framework globally since 1995, we have discovered that people gain insight into their thought process when they learn the 7 Categories of Questions. The byproduct of this increased awareness is the ability to ask precise questions that get to the heart of business issues fast, and the ability to communicate clearly and concisely.

PRECISION Q+A CLIENTS

We've been in business for 20 years and do zero marketing – word of mouth recommendations from satisfied clients is our only advertising. 98% of people who take our workshop report they would recommend it to others. Our clients include Adobe, Amnesty International, Autodesk, Bank of America, Biogen, BlueCross BlueShield, Capital Group, Carnegie Mellon University, CB Richard Ellis, Chick-Fil-A, Citi, Coca-Cola, Cornell University, DeliveryHero, Dell, Dolby, eBay, Enovix, Gates Foundation, Generac, Google, Halliburton, Harvard Business School, Henry Ford Health System, HopeLab, HP, Johns Hopkins University, Klarna, Lenovo, LORD Corporation, M&T Bank, Maxeon, Microsoft, Nordstrom, Omron, OnSemiconductor, OTTO, Roche, Salesforce, ServiceNow, Shell, Sila Nanotechnologies, Silvaco, Simplehuman, Starbucks, TomTom, United Airlines, University of Michigan, US Dept of Health & Human Services, US Dept of Labor, Veeva, Verra Mobility, VIAVI, Visa, Vulcan, Zalando, and countless more.

INSTRUCTORS & COACHES

Clare Dolan, EnlivenWork's co-founder & COO, is a Silicon Valley executive with extensive global leadership experience. She is a highly sought-after executive advisor and instructor, with a successful track record advising tech and venture capital firms all over the world. Prior to founding EnlivenWork, Clare held a variety of business development and operations roles at Oracle Corporation, where she reported directly to the company's CEO. She holds a B.A. from Stanford University, an M.A. from the University of San Francisco, and has developed learning and certification programs that have reached millions globally.

Monica Worline, PhD is EnlivenWork's co-founder and CEO, is an organizational psychologist who teaches business leaders how to tap into courageous thinking, curiosity, and compassion to bring their best work to life. Monica is the co-developer of Precision Q+A and the author of the award-winning book *Awakening Compassion at Work*. Monica holds a lectureship at the Ross School of Business at the University of Michigan and is the Faculty Director of the Center for Positive Organizations. She has a PhD from the University of Michigan and a B.A. from Stanford University.

Bob Stocking is EnlivenWork's Director of RBSE Services. He has two decades of experience as a coach and facilitator, including teaching Precision Q+A to tens of thousands of people in 27 countries, including every role from CEO to entry-level employee, engineer to salesperson, attorney to designer, and strategist to implementer. He has taught at leading companies in the high tech, ecommerce, healthcare, energy, finance, and retail industries; and at local, state, and federal government agencies. Bob earned his B.A. and M.A. at Stanford University.

Jae Choi is EnlivenWork's Instructor and Coach based in the Asia Pacific region. Prior to joining the EnlivenWork team, Jae was EVP of Strategy and People Development for 10 years at Doosan in Seoul, South Korea. He was also a Partner at McKinsey for 11 years, consulting clients across the Asia Pacific region. Jae holds a B.S. and M.A. from Stanford University, and a M.B.A from Northwestern University.

Stacey Dickinson is an EnlivenWork Instructor and Coach with 30 years experience in both technical and collaboration-skills training. Based in the greater Seattle area, Stacey has been teaching Precision Q+A since 2005. Prior to joining the EnlivenWork team, Stacey was a Training Manager in Microsoft's Product Group, where she oversaw all training for Program and Product Managers. She was also a Master Consultant at The Steve Trautman Company, ensuring effective knowledge transfer for businesses to retain critical know-how, data, and technical expertise. Stacey holds a B.S. in Business Education from the University of Wyoming.

Danny Ryan is EnlivenWork's Instructor and Coach based in San Francisco, CA. He has taught and coached thousands of people worldwide on Precision Q+A, equipping them to think incisively, communicate clearly, and foster cultures of candor. Danny was formerly an electrical engineer before he transitioned into coaching and learning design – combining technical expertise with a passion for helping people grow. He has worked for decades inside global tech firms like Cypress Semiconductor and Autodesk, expanding the leadership and problem-solving capabilities of engineers and business leaders. Danny holds degrees in Engineering and Mathematics and a Master's in Applied Microelectronics from Trinity College Dublin.

Michelle MacMahon is an EnlivenWork's Instructor and Coach based in Dublin, Ireland. She has 30 years of experience working in people-centered roles such as HR, recruitment, sales, and learning and development. Partnering with companies internationally, Michelle guides leaders to sharpen their analytical thinking and emotional intelligence, helping them to excel and thrive on the job. Michelle holds a Ph.D. in Organizational Behavior from Trinity College Dublin, where she also served as a professor and research fellow, and a Practitioner Diploma in Executive Coaching from the Academy of Executive Coaching.