



## [Asking to Win](#)

*Bobb Biehl*

★★★★☆ (4 stars)

*Buy this book if you want:*

- *A handy pocket resource of superb coaching questions*
- *To learn to construct great questions from a master*

Bobb Biehl is famous for asking profound, life-changing questions. This small booklet contains over 100 of his strongest, most used questions, arranged in 10 categories. And they really are excellent coaching questions, covering everything for launching a significant conversation to brainstorming, career change, refocusing, planning and problem solving. Biehl recommends that learning the habit of asking these questions when with a decision can save an organization thousands or millions of dollars over the years.

Many of the questions are given in multiple forms, so there are easily over 200 questions here, although the cover claims only 100. Still, this is a thin booklet of 31 pages, designed to be carried in a pocket or day planner so you'' have it with you at crucial moments.

For the coach, these are excellent examples of incisive questions, and you can learn a lot by studying and using them. If you'd like a larger, more in-depth guide, try [Coaching Questions: A Coach's Guide to Powerful Asking Skills](#). It includes about 1000 question examples plus dozens of coaching tools.

### **Summary**

Biehl offers many great examples of coaching questions that cover most major decisions (especially business-oriented ones) in a booklet format. The only thing that keeps this from 5 stars is that there isn't more of it.

### **Reviewed by:**

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