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out, of asking questions to which you do not know the answer, of building a relationship based on curiosity and interest in the other person."

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Instead Of

Telling

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To generate bold  
new ideas, to avoid  
disastrous

mistakes, to

develop agility and  
flexibility, we need

to practice Humble



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"Humble inquiry is the skill and the art of drawing someone out, of asking questions to which you do not already know the answer, of building a relationship based on curiosity

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and interest in the other person."

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The world of work is a complex space, because while it is culturally diverse with differing personalities, it only thrives on interdependence,

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drawing someone  
out, of asking  
questions to which  
you do not already  
know the answer,  
of building a

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relationship based  
on curiosity and  
interest in the  
other person. The  
professional  
motivation to  
explore Humble  
Inquiry more  
extensively comes  
from the insights I  
have

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Telling by Edgar H.

Schein. The author

is a Professor of

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## Humble Inquiry

Telling. Paperback

– Sept. 2 2013. by

Edgar H. Schein

(Author) 4.5 out of

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The Gentle Art of  
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“Humble inquiry is  
the fine art of  
drawing someone

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out, of asking questions, to which you do not already know the answers, of building a relationship based on curiosity and interest in the other person." (p. 2)

Reflecting on  
Humble Inquiry:  
The Gentle Art of

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Asking ...  
Schein defines  
Humble Inquiry as,  
"The fine art of  
drawing someone  
out, of asking  
questions to which  
you do not know  
the answer, of  
building a  
relationship based  
on curiosity and  
interest in the  
other person." In

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other words, do  
ask, don't tell.

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Humble Inquiry:  
The Gentle Art of  
Asking Instead of  
Telling (2013).

Written by Edgar H.  
Schein is a  
relatively short

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Book written to help create positive relationships and effective organizations. The process defined by Schein is simple to describe, but difficult for most of us to implement.

Book Review |  
Humble Inquiry:  
The Gentle Art of

*Page 30/40*

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coined by Edgar  
Schein, who  
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with the same title,  
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specialized in  
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consultation, and organizational culture. His definition of Humble Inquiry perfectly captures my thoughts on the topics of ...

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Telling ( BK  
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2013) as a  
companion to  
Isaacs' Dialogue  
because, the  
former is written to  
build positive  
relationships and  
better  
organizations. It is  
only seven

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chapters long but it's a powerful read. It explains the value of humility as key to achieving personal goals and professional success by ...

Book Review:  
Dialogue and  
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## Humble Inquiry

New ideas, to avoid disastrous mistakes, to develop agility and flexibility, we need to practice Humble Inquiry. Ed Schein defines Humble Inquiry as “the fine art of drawing...

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"Humble Inquiry is the fine art of drawing someone out, of asking questions to which you do not already know the answer, of building a relationship based on curiosity and interest in the other person." — Edgar H. Schein, *Humble Inquiry*:

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