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know the answer, of building a relationship based on curiosity and interest in the other person.”

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is a complex space,
because while it is
culturally diverse

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with differing personalities, it only thrives on interdependence, communication...

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questions to which you do not already know the answer, of building a relationship based on curiosity and interest in the other person. The professional motivation to explore Humble Inquiry more extensively comes from the insights I

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is a Professor of Management Emeritus at the MIT Sloan School of Management, and a recognized expert on organizational cultures and leadership.

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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 answers, of building a relationship based on curiosity and interest in the other person.” (p. 2)

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“ The fine art of
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out, of asking
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the answer, of
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interest in the other person.” In other words, do ask, don ’ t tell.

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

Written by Edgar H.

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Schein is a relatively short 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 |

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The term was coined by Edgar Schein, who authored a book with the same title, *Humble Inquiry: The Gentle Art of Asking Instead of Telling*. Schein specialized in organizational development, career

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because, the former
is written to build
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