

# 6 BENEFITS OF ADOPTING AN ENQUIRY-LED APPROACH (ELA®)

*For Colleagues*

Leaders and Managers who adopt an ELA® use powerful questions everyday to unlock the potential of everyone around them.

## 1 COLLABORATION INCREASES

...as more colleagues start to ask insightful questions about how they work together and perform better

## 2 UNDERSTANDING DEEPENS

...as colleagues widen their perspectives of the business they're a part of and their contribution to it

## 3 INNOVATION GROWS

...as colleagues share their ideas with managers who demonstrate interest in what they can bring to the table

## 4 CONTRIBUTION INCREASES

...as colleagues step-up, take on more accountability and use their full potential

## 5 PROBLEM SOLVING IMPROVES

...as colleagues offer managers options to consider, rather than problems to solve

## 6 ENGAGEMENT INCREASES

...as colleagues have better relationships with their managers