

A red pen lies diagonally across the frame. Several pieces of white paper are crumpled into balls, scattered around the pen. The background is a light, neutral color.

Welcome to Week 7

NINE LIES in NINE WEEKS
Learning Series + Book Club

LIE 7: PEOPLE HAVE POTENTIAL

Discussion Questions

- 1. How do you use the word 'potential' at work? At home?**
- 2. What is powerful about seeing potential in others?**
- 3. How does our organization use the word 'potential'? How about our team?**
- 4. Why do so many organizations use tools such as a 9 Box Grid to identify their 'High Potentials'?**
- 5. What are some of the dangers of labeling a small group of people 'High Potentials'?**



TRUTH 7: PEOPLE HAVE MOMENTUM

Discussion Questions

- 1. Has your career varied in both direction and speed of progress? When do you think you were progressing fastest?**
- 2. Have you ever thought about which strengths you bring with you from each role to the next? What are they?**
- 3. Do you believe you will keep learning and growing throughout your career? How will you decide where you want to learn next?**
- 4. When was the last time you had a great career conversation with someone about your 'momentum'? Why was it so helpful?**
- 5. How can thinking about each person's current 'momentum' help us work better as a team?**

TRUTH 7: Connect + Commit

What's your biggest breakthrough from this chapter?

What will you do differently on Monday?

- As a team member?
- As a leader?
- As a parent, partner, friend?

On Monday, I will **stop** _____

On Monday, I will **start** _____

Any questions we still have as a team?