

“Your answers are nothing more than miniature presentations, and they should be rehearsed just as much, if not more, than the presentation itself.”

– Nathan Gold

Tough Questions:

You are always going to be asked tough questions that you may not want to answer or genuinely don't have an answer for at that moment in time. Learn how to deal with these situations effectively and with confidence.

Keynote Lecture Notes:

Impact Question: What will you do differently as a result of what you've learned from this module?

Questions for you, the entrepreneur

1. When I do not know the answer to a question, how do I maintain credibility with my response?
2. Do I have a bridge ready to use when answering tough questions? Which ones work best for me?
3. How is the tone of my voice when answering a tough question?
4. What is happening with my facial expressions when answering a tough question?

Questions for the team

1. When we do not know the answer to a question, how do we maintain credibility our responses?
2. Do we have a bridge ready to use when answering tough questions? Which ones work best for us?
3. How is the tone of our voices when answering tough questions?
4. What is happening with our facial expressions when answering tough questions?

<p style="text-align: center;">Readings</p> <p>Notes:</p>	<p style="text-align: center;">Founder Genius</p> <p>Notes:</p>
<p style="text-align: center;">Other Related</p> <p>Notes:</p>	<p style="text-align: center;">Tools</p> <p>Notes:</p>