

Influencing Through Platonic Inquiry

Meet Your Presenters



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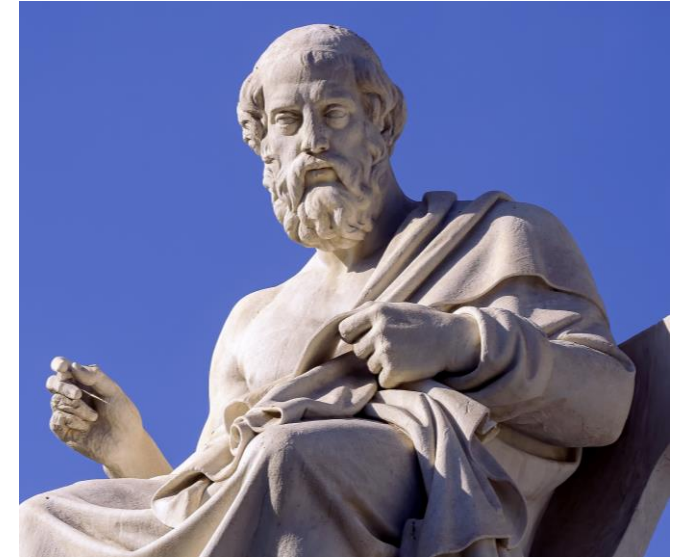
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Influencing Through Platonic Inquiry

The Platonic Inquiry method is a structured approach to discovering truth, clarity, wisdom, and self-awareness through disciplined questioning and reflective dialogue. It is rooted in the teachings and dialogues of Plato and the questioning style of his teacher Socrates.

Rather than giving direct answers, Platonic Inquiry helps to:

- Examine assumptions
- Clarify definitions
- Uncover contradictions
- Identify deeper principles
- Move toward greater understanding and wisdom
- Influence thinking

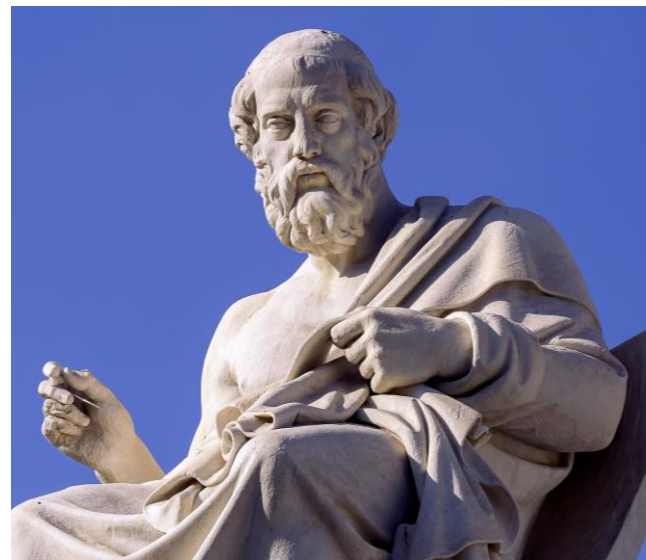


The Platonic Inquiry Method is especially valuable for influencing decisions in job interviews and leadership.

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Using the Platonic method of inquiry in a job interview means asking thoughtful, layered questions that lead the interviewer to:

- reflect more deeply
- reveal important truths
- emotionally experience your value
- unconsciously begin to imagine you in the role
- view you favorably



The key is *not* manipulation – it is intelligent curiosity that demonstrates wisdom, self-awareness, strategic thinking, and leadership maturity.

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Preparing for Your Interview

Use the SWOT Analysis to evaluate *yourself*, the *job* you are seeking, and the *company* and *industry* you are considering.

Do you have strengths that could shore up weaknesses in the company?

Do you have strengths that could expand the scope and effectiveness of the job?

What weaknesses do you have that might affect your effectiveness on the job?
(Proficiency Traps, for example)



What opportunities can you identify and/or create?

What opportunities can you create?

Are there *Purple Squirrel* opportunities you can present or threats to consider?



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The Miller-Heiman Relationship Selling Process

The primary goal is to:

- Ask engaging questions so the interviewer is talking 50% to 80% of the time.
- Sell yourself without appearing to be selling yourself.

The questions you are about to learn will ensure that you are doing that

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Common Interview Questions and Answers

1. **What are your strengths?** - Problem solving and consistency.
2. **What is your greatest weakness?** – I used to overthink. Now I focus on action.
3. **How do you handle pressure?** – I stay calm and prioritize tasks.
4. **Do you work better alone or in a team?** – I’m effective in both.
5. **How do you deal with conflict?** – I listen, communicate and resolve.
6. **Why should we hire you?** – I deliver results and adapt fast.
7. **How do you prioritize tasks?** – By urgency and impact.
8. **Are you a leader or a follower?** I can be both when needed.
9. **How do you stay productive?** – By planning, focus and discipline.
10. **Where do you see yourself in 5 years?** – Growing, skilled, and adding value.



Your goal is to turn the robotic interview into human interaction.

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The Rule of 3

You have **3 seconds** to grab attention. Your opening line should be relevant. Otherwise the interviewer will move into robotic mind space.

In the **first 3 minutes** build *interest*

In the **next 3 minutes** build *trust* and *value*

Great Platonic Questions Do 3 Things:

- Reveal the interviewer's priorities and pain points
- Position you as a thoughtful problem-solver and lets the interviewer envision you in the role
- Cause the interviewer to mentally associate you with solutions, insight, alignment, and leadership

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To Reveal the Interviewer's Priorities and Pain Points

“What tends to separate the people who truly thrive here from those who merely perform adequately?”

(Reveals culture, shows you care about excellence, positions you as someone seeking mastery, not just employment)

“What problem do you most hope the person in this role will help solve?”

(Shifts conversation from tasks to outcomes, gets interviewer emotionally focused on pain points, gives you insight into how to tailor your responses)

“What frustrations or obstacles has this role historically encountered?”

(Demonstrates realism and maturity, signals you are thinking proactively, opens the door to discussing solutions)

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To Position You as a Thoughtful Problem-Solver and Let The Interviewer Envision You in the Role

“If someone exceeded expectations in this role over the next 12 months, what would that look like?”

(Causes interviewer to visualize success, lets you later mirror back how you would achieve that vision, frames you as growth-oriented)

“What would make you feel relieved or excited six months after hiring the right person?”

(Emotionally engages the interviewer, reveals unmet needs, allows you to position yourself as the relief/solution)

“What qualities do you think are hardest to teach but most valuable in this position?”

(Reveals hidden hiring criteria, gives opportunity to naturally demonstrate those traits, often surfaces qualities like adaptability, ownership, maturity, communication, initiative)

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To Cause the Interviewer to Mentally Associate You with Solutions, Insight, Alignment, and Leadership

“What challenges do you believe the organization will face over the next few years?”

(Shows strategic thinking, signals long-term orientation, positions you as someone who thinks organizationally, not transactionally)

“What characteristics do your strongest leaders consistently demonstrate?”

(Reveals leadership culture, communicates aspiration and self-development, helps interviewer associate you with leadership potential)

“How does the organization encourage growth, ownership, and accountability?”

(Signals emotional maturity, shows interest in contribution, not entitlement, appeals to healthy leaders)



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High-Influence Closing Questions

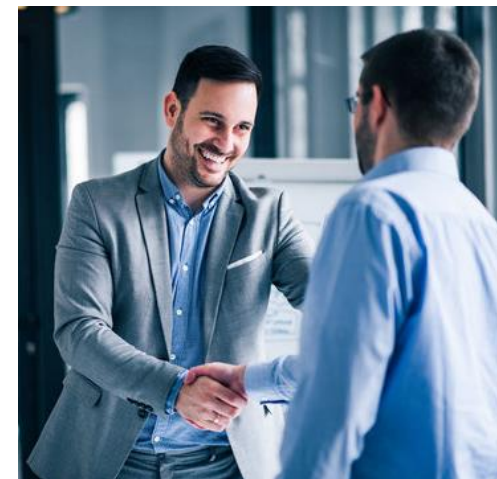
These are especially powerful near the end of the interview

“Based on our conversation, do you see any concerns about my fit for the role that I could address?”

(Demonstrates confidence and openness, allows objections to surface, signals emotional maturity and confidence in your capabilities)

“What would the ideal next chapter look like for the person who steps into this role?”

(Encourages future pacing, creates emotional visualization, provides the opportunity to present skills that could help the company realize their vision)



3 Things to Remember

1. Most candidates answer questions.
2. Very few elevate the interviewer’s thinking.
3. The people who do are remembered.

