

? Open Questions ?

Who?

What?

Why?

When?

Where?

How?

30 Great Big Open Questions

- What difference do you want to see?
- What do you like about your current supplier?
- What size budget are we working with?
- What do you most want to see happen?
- What other points are important to you?
- What is your top priority?
- What reservations do you have?
- What is stopping you from changing this?
- This is how I see it, what am I missing?
- What bit of this is really important to you?
- If you could change 3 things, what would they be?
- What's holding you back from reaching your goals?
- Who will benefit most?
- Who needs to be involved in the process?
- Who do you want this to be seen by?
- Who won't like this?
- When do you need this by?
- When do you want to start seeing results?
- How many people are involved?
- How do you see it working?
- How will you measure its success?
- How do you want this to be remembered?
- How long have we got before it's too late?
- How can I help you get this right?
- How do we make this better than .?
- How do you think senior management are going to evaluate the success of this initiative?
- Where do you see this fitting in?
- Where do you see the situation in 12 months?
- Why?
- Why are you looking to change?