

Asking good questions is a next-level skill

7 Powerful Questions

Steal these to expand minds, generate insights, and look smart...

QUESTION	ASK THIS WHEN
Toyota's 5 Whys Method: "Why?" (Repeat 3-5 times)	You want to uncover root causes, not proximate ones. Proximate = what immediately caused something to happen Root = the real reason something happened Be hard on the problem, soft on the person.
The Moonshot: "How can you achieve your 10-year plan in the next 6 months?"	• They're thinking too small. • You want to generate bigger and bolder ideas. Break through outdated paradigms. (Source: Peter Thiel)
The Feynman Technique: "How would you teach it to a child?"	• They're learning something new. • The subject is complex. • They're formulating "how-to" instructions. Encourage them to return to learning, fill in knowledge gaps, and simplify further.
Amazon's Working Backward Method: "What would a press release for this product say?"	• They have a new product idea. Follow-up actions: • Work backward from the customer's POV • Draft an FAQ + press release BEFORE building the product
Behavior Modeling: "What are you like when you're at your best?"	• They're lacking confidence. • They're seeking life direction. Listen for skills and qualities that might align with a fulfilling career.
Second Order Thinking: "And then what?" "What do the consequences look like in 10 minutes? 10 months? 10 Years?"	• A bias towards instant gratification is limiting growth. • You want to think <i>through</i> time.
The Originals Razor: "What would you do if you knew it was OK to fail?"	• Fear and perfectionism are holding them back. In the words of Adam Grant: "The greatest originals are the ones who fail the most, because they're the ones who try the most."

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Ben Meer

Powerful Questions

Robert R. Redfield



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