Asking good questions is a next-level skill

7 Powerful Questions

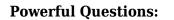
Steal these to expand minds, generate insights, and look smart...

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 Break through outdated paradigms.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 through 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."



Powerful Questions

Robert R. Redfield



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