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# The Art of Asking Questions

You are on a new project at work as the “yellow widgets” team member. You'd like information from someone on the “blue widgets” team because the two teams need to work together for the client. You set up time with the blue widgets team member to discuss, but you walk away feeling you didn't get what you needed. The problem might have been how you asked the questions.

Here are examples of closed-ended questions.

Avoid these.

❌Are blue widgets currently working well?

❌ Do blue and yellow widgets have any integration problems?

The answer will either be YES or NO. You learn nothing.

These questions produce short, surface-level answers. Those don't help you learn nuances you need to effectively lead the yellow widgets project.

**Start your questions with “WHAT” or “HOW.” Open-ended questions get people talking and result in richer answers. Use these.**

**✅ How well are blue and yellow widgets currently working together?**

**✅ What's going well with blue and yellow widget integration and what needs attention?**

**You'll hear nuances of what's working and what's not**

**You'll gain ideas of where you can add value while leading the yellow widgets project**

**You'll be seen as a thoughtful collaborator who truly wants to learn more**

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| **To gamify it, try this:** |

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| **Limit yourself to only 3 yes/no questions in a 30-min meeting.**  **Write “What/How” on a sticky note and paste it on your monitor.**  **Practice it with your close circle first. Instead of “Did you have a good day?” Ask your friend , “What was the best part of your day?” Ask a child, “What was the hardest rule to follow at school today?”** |
| **How this helps you get what you want …** |

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| **Information isn't just power when you closely work on a project. The more background you know about the project, other people's goals, project history, and team interdependencies, the more impact you can have. If what you want is to be successful in your career – or any area of life – good information helps you make better decisions, be more strategic, and be a strong valued contributor.**    **This strategy works in personal life too. Next time you're at a restaurant, consider how you phrase your questions to the server.** |

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| **Let's do this ⇒** |

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| **Let's go through**[**this**](https://www.youtube.com/watch?v=hZSY0PssqH0)**video to have a better understanding of the Art of Asking Questions, and see how the accomplished speaker gives his views on the importance of asking questions with great tone, poise and delivery .** |

**Do you wish to explore on this topic further, here are some good reads to follow:**

[Art of asking great questions](https://hbr.org/2022/05/the-art-of-asking-great-questions)

[Art of questioning](https://gm3.medium.com/the-art-of-questioning-829c415b734d)