








Value Question Examples

		 Business Value	 Personal Value
	Open-Ended Questions	<ul style="list-style-type: none"> ✓ How would you quantify the impact? ✓ What would be the impact on the business? ✓ How will you measure success? 	<ul style="list-style-type: none"> ✓ How does this affect you? ✓ How could this impact you personally? ✓ Could this impact anyone personally?
	Probing Questions	<ul style="list-style-type: none"> ✓ Can you quantify problem #1, #2, #3...? ✓ Can we estimate how much is being lost by not acting on...? 	<ul style="list-style-type: none"> ✓ Would this have a significant impact on your career? ✓ Is this causing you any frustration, irritation, or...?
	Confirming Questions	<ul style="list-style-type: none"> ✓ Are there any initiatives with more value? ✓ Is this enough value to act? 	<ul style="list-style-type: none"> ✓ Is there anything more important to you? ✓ Where does this sit on your priority list?