1. Identify the problem you want to solve or the goal you want to achieve.

What kind of factors will influence the sales?

1. Reword your problem into a question you can answer. Start thinking about what you want to measure and what results or outcomes will tell you how you’ve been successful.

What kind of factors will influence the sales?

* Are video games sales in four areas differed by flatform?
* Are video games sales in four areas differed year?
* Are video games sales in four areas differed by Genre?
* Are video games sales in four areas differed by publisher/developer?

1. How does it SMART for each question

|  |  |
| --- | --- |
| Specific – What is the specific task? |  |
| Measurable – What is being measured and how does it helps the question? |  |
| Achievable – Is the task feasible? |  |
| Relevant – Does the question relate directly to the goal? |  |
| TimeSpecific – When will question be measured? |  |