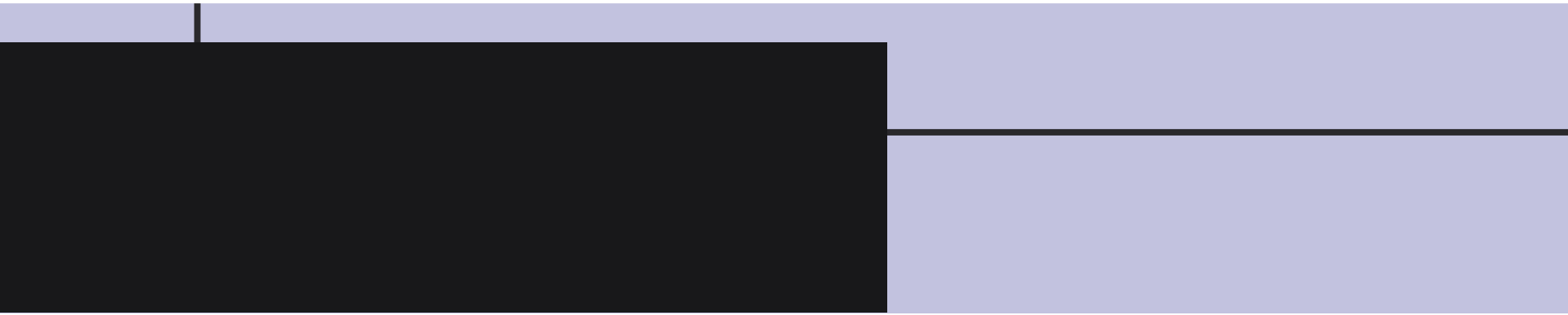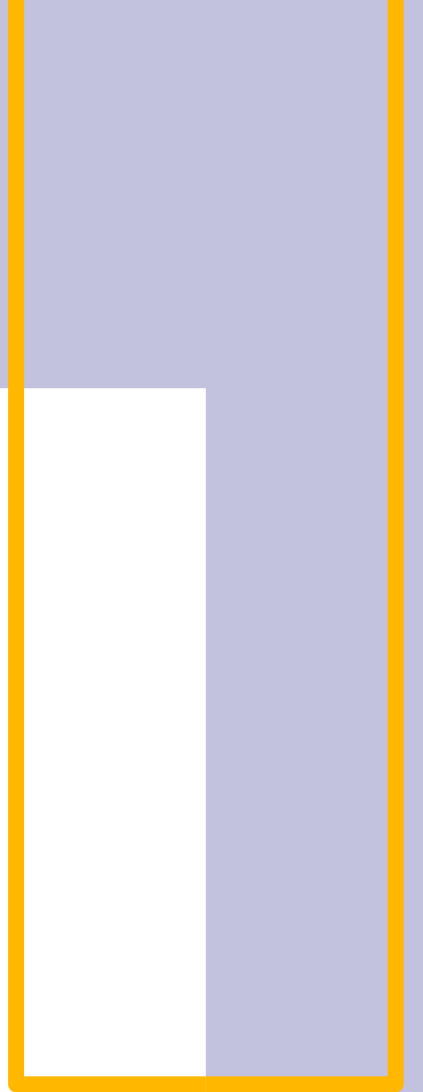# What's the smart question? how to apply it on your daily basis/work

Introduction

- Definition of "Smart Question"

- Importance of Asking Smart Questions

Characteristics of Smart Questions

- Open-Ended

- Focused

- Probing

- Clarifying

Types of Smart Questions

Diagnostic Question

- Identify Problems
- Uncover Underlying Issues

Exploratory Questions

- Gather Information
- Understand Context

Creative Questions

- Generate New Ideas
- Stimulate Innovative Thinking

Analytical Questions

- Evaluate Alternatives
- Assess Implications

Applying Smart Questions in Daily work

Meetings and Discussions

- Eliciting Feedback
- Uncovering Hidden Assumptions
- Facilitating Problem-Solving

Individual Tasks

- Clarifying Requirements
- Identifying Roadblocks
- Optimizing Workflows

Questioning Techniques

- Laddering
  "Technique of asking progressively more specific questions to thoroughly understand a topic"

- Mirroring
  "Reflecting back the respondent's words to encourage continued dialogue."

- Paraphrasing
  "Rephrasing the essence of what someone says in your own words."

Benefits of Smart Questioning

- Improved Communication

- Enhanced Problem-Solving

- Increased Engagement

- Better Decision-Making

Developing a Questioning Mindset

- Cultivating Curiosity

- Practicing Active Listening

- Overcoming Biases

- Fostering a Questioning Culture

Thanks!

Do you have any questions?

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