

# CPI

**Phase-2**

# Phase 2

- Strategy of Questioning
- Method of questioning
- Importance of asking the right question.
- Who, what, when, where, why, how?

# Strategy of Questioning

- A well-thought-out strategy of questioning helps in exploring ideas, clarifying concepts, and solving problems creatively. Here are detailed examples for each strategy:
- **1. Open-Ended Questions**
  - Encourage exploration and multiple perspectives by asking questions without a fixed answer.
  - **Example 1:** "What innovative features can we add to this product?"
  - **Example 2:** "How could we approach this challenge differently?"
  - **Example 3:** "What are the possible consequences of this decision?"

- **2. Close-Ended Questions**

- Focus on obtaining specific, definitive information.
- **Example 1:** "Is the new software compatible with our existing systems?"
- **Example 2:** "Did we meet the sales target last quarter?"
- **Example 3:** "Has the new training program improved employee performance?"

- **3. Socratic Questioning**

- Challenge assumptions, clarify thinking, and uncover underlying beliefs.
- **Clarification Questions:** "What do you mean by that? Could you explain further?"
- **Assumption Questions:** "What are we assuming here? Are these assumptions valid?"
- **Evidence Questions:** "What evidence supports this idea? Is it reliable?"
- **Alternative Perspective Questions:** "What if we looked at this from a customer's perspective?"
- **Consequence Questions:** "What might happen if we choose this course of action?"

- **4. Sequential Questioning**

- Use a logical sequence of questions to dive deeper into an issue.

- **Example 1:**

- "What is the current problem we are facing?"
- "Why is this problem occurring?"
- "Who is affected by this problem?"
- "How can we address this issue?"

- **Example 2:**

- "What is the primary objective of this project?"
- "What resources do we have to achieve this goal?"
- "What obstacles might arise during implementation?"

- **5. Reflective Questions**

- Help individuals evaluate their actions or decisions to enhance learning and self-awareness.
- **Example 1:** "Why did this approach succeed/fail?"
- **Example 2:** "What did I learn from this experience?"
- **Example 3:** "How could I improve my strategy next time?"

- **6. Who, What, When, Where, Why, and How Questions**

- These are foundational for thorough problem-solving and analysis.

- **Who:**

- "Who is responsible for this issue?"
- "Who will benefit from the proposed solution?"

- **What:**

- "What resources are required for this project?"
- "What outcomes are we expecting?"

- **When:**

- "When should we start implementing the changes?"
- "When did the problem first arise?"

- **Where:**

- "Where is the bottleneck in the process?"
- "Where can we find alternative solutions?"

- **Why:**

- "Why is this the best approach?"
- "Why are we facing delays?"

- **How:**

- "How can we ensure this solution is sustainable?"
- "How will we measure success?"



# Applications in Real Scenarios

- **For a Business Problem:**

- Open-Ended: "What other markets can we explore for our product?"
- Socratic: "What assumptions are we making about customer needs?"
- Sequential: "What is causing the drop in sales, and how can we address it?"

- **For Innovation:**

- Reflective: "What did we learn from our previous project launch?"
- Who/What/Why: "Why is this innovation necessary, and who benefits most?"

- **For Education:**

- Open-Ended: "What strategies can students use to improve problem-solving?"
- Reflective: "How has your approach to learning evolved over time?"

# Assignment -2 - Individual Activity

- **1. Question Exploration**

- **Objective:** Develop a set of questions to explore a given topic deeply.

**Instructions:**

- Topic: "Improving Online Education".
- Write **10 questions** covering different aspects using strategies like **Who, What, When, Where, Why, How**, Open-Ended, and Socratic questioning.

- **2. Question Exploration (Group Activity)**
- **Topic:** "Design a sustainable city of the future."
- **Objective:** Students will explore a problem comprehensively by using all types of questioning strategies: **Who, What, When, Where, Why, How**, Open-Ended, and Socratic questions.
- **Instructions:** Each group must create **two questions** for each question type:
  - **Who**
  - **What**
  - **When**
  - **Where**
  - **Why**
  - **How**
  - Open-Ended
  - Socratic