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SMART QUESTION

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WHAT IS A SMART QUESTION?



FEATURES:



- SPECIFIC
- WELL-RESEARCHED
- OPEN-MINDED

- INSIGHTFUL
- FOCUSED
- TIME-EFFECTIVE

- WELL-TIMED
- CONSIDERATE
- FOLLOW-UP
POTENTIAL

A SMART QUESTION IS A SIMPLE,
CLEAR, YET IS SPECIFIC AND
FOCUSED ON THE TOPIC; IT BRINGS
IMPORTANT INFORMATION TO THE
RESPONDENT TO HELP THEM ANSWER
THE QUESTION IN THE MOST
INFORMATIVE WAY SUCH THAT THE
QUESTIONER HAVE THE ANSWER
THEY WANT.



WHY DO I NEED TO ASK A SMART QUESTION?

first and foremost, thinking
what goes on here is largely
asking yourself questions and
answering them

*Questions encourage
learning and curiosity*

*“if you want to get anything
in life chances are it's inside
someone else's head”*





HOW TO ASK A SMART QUESTION?



- **Specific and focused**

- Smart questions are narrow in scope and clearly identify the specific information, analysis, or perspective needed. Broad, vague questions are harder to give a useful answer to.

- **Well-researched but with gaps**

- Good questions show the asker has done some research and has basic knowledge, but highlights the areas where they still have doubts or don't fully understand something.

- **Open-minded**

- Smart questions invite explanation rather than confrontation or debate. They show a willingness to hear different perspectives. Closed-ended questions that assume a single right answer often aren't that smart.

- **Constructive and clear**

- Smart questions are stated in a clear, direct way. They should avoid confusing terminology or rambling details that aren't relevant. Constructive language gets better answers.



IMPROVE QUESTION-ASKING SKILL

- listen to quality podcasts
- read more
- don't be afraid of looking silly



WHO

SHOULD PRACTICE SMART QUESTION?

- Students
- Teachers
- The unemployed
- Employees
- Employers
- ... EVERYONE!

asking good question is a key of excellent communication skill

WHEN TO ASK?

1

IMMEDIATELY WHEN CONCERN

the passed moment is a wasted moment, ask right away to help contribute to the convo

2

AFTER UNSUCCESSFULLY LOOKING FOR THE ANSWER

try not to ask without thinking, take time and search for the answer if possible

3

WHEN CONNECTING TO NEW PEOPLE

asking question is the fastest way to know someone; from the questions people might find common things that start a great connection



APPLY ASKING SMART QUESTION

IN THE DAILY BASIS

1

WITH FRIENDS AND FAMILY



Ask insightful questions in your conversations that go beyond small talk and surface. Look for opportunities to ask about paradoxes in their opinions, understand their thought processes, or see issues from new angles.

2 AT WORK



In meetings, don't just question things for contradiction's sake. Frame thoughtful questions that can improve strategies, understand the business, aid decision-making on ambiguous matters, and constructively question assumptions.

3

IN LEARNING CONTEXTS



Whether in class or self-education, ask probing questions. Ask professors or speakers to elaborate with examples if a concept is still unclear after initial explanations.

4 IN DEBATE



If discussing areas of disagreement with someone, ask smart clarifying questions from a perspective of understanding rather than scoring points. Progress a conversation rather than "winning" it.



Thank you
for taking time!

