



Says

What have we heard them say?  
What can we imagine them saying?



Thinks

What are their wants, needs, hopes, and dreams?  
What other thoughts might influence their behavior?

Why is it important to you?  
Why would it be important to anyone else?

How does this program fit with the goals of your unit organization? Does it help push the mission forward?

Wha are we?

What 's your favorite thing about working on this team

What's the most exciting project you we worked on recently

What do you think slows our team down the most ? What prevents us from hitting our goals?

What difference will it make in the world beyond the program?

Where are we now?

Where do we want to be?

What your motivation for starting this project?

What sparked this Idea?

Why will they buy or into it?

What is the ideal user client or coustomer for the end product?

How will we get there?

Why do you are about solving this problem for these people?



**bussiness expenses**  
estimation of business expenses

What is the budget for your project?

How long have you been a project managers?

Whatis the desireded outcome of your project?

What is the project sponsor?

What timeframe does your project need to be completed?

How did you start you carrer?

What are you main responsibilities as a project manager?

What it toots to manage rhis projects?

Who are the end users of your project outcome?

Who is the project customer?

When do you want it finished?

What are the most impotant factors that can lead to a project sucess?

Describe a typetical project you manager?

How do you like you job?

What is your device for asprring project managers?



Does

What behavior have we observed?  
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?  
What other feelings might influence their behavior?