Questions from Group 1 :

1. Please can you brief the requirements/change you are looking forward to? Exact issue – happening consistently or random

2. How does it impact your operations/processes – Severity/criticality ?

3 What are upstream and downstream implications tio understand the dependencies

4 Can we have small workshop to understand the problem statement in detail? and the nature of the issue - whether it is consistent or random. Do Root cause Analysis.

5. Strategic vs tactical solution approaches - if there is any short term fix/workaround.

- Pain points in the existing setup?

- What is in the pipeline? Roadmap?

- Expected timelines to deliver the project/story

- Which story to be developed first? Priortization?

- What is the goal or objective behind the initiative?

- How best they can describe their problem?

- Does they have done any kind of their own research on problem?

- How best we can support them in resolving their problem?

- Where do you want to be in the industry say 3yrs from now?

- What benefits did you see in your enagement in the last 3 yrs?

1. What are some immediate and critical business requirements that you have?

2. Can we schedule some review meetings to catch up on engagement status?

3. What are the timelines you are looking at for implementation of project or service?

4. Do you have any insight on your company’s IT strategy for the next 5 years?

5. Hey, I read on LinkedIn that XXX company is planning for Digital transformation. What can you share about this?

6. Do you foresee any migration or tech transition projects in the next 6 months?

7. I know you work with other vendors too. Which is the project or service which gives you the most stress?

8. How can we make our engagement more productive for your organization?

9. We have added some features to our tool? Can we provide a demo of all the features and capabilities for a recalibration of the use?

10. Do you have any task or process that is time consuming which you would better see automated?

1. What is the business need/problem we are trying to solve?

2. What are you top 3 short term and Long Term Goals?

3. What is ETA of achieving this Goal?

4. Why is it needed now?

5. What are the components needed now?

1. We need to understand social style of another person and change it.

2. We need to have PPP ready for any meeting which we attend.

3. Continue as Good Listener.