Assume I am working on a project for a business that has tasked my team with finding a way to increase revenue across one product line by 5%.

I am a hire consultant which are not part this business entity, so I plan to ask the following questions:

--------------------------------------------------------------------------------------------------------------------

Question list:

1. How will the 5% increase be measured?

2. What kind of product/business is this and where is the data?

3. What is the composition of the data (text, numbers, hybrid etc.) related to the revenue task?

4. How many historical data can I have to do the analysis?

5. Had data been given been validated? or do we need to validate the data?

6. Do we need to search for outside data or just use the internal data provided?

7. Who can access the data? can we share data from outside helper or third party (like an outside data scientist)

8. How much budget does the team have to do this analysis?

9. who is the SME (subject matter expert) if we need to understand the business environment

10. Who are the decision makers and stakeholders?