🧠 1. The Power of Asking Questions

- **Key Point:** Great thinkers like Socrates and Marie Curie made breakthroughs by asking thoughtful questions.
- **Description:** As a data professional, asking the right questions helps uncover insights and solve problems effectively.

✅ 2. What Are SMART Questions?

SMART questions follow the **SMART goal methodology** and should be:

- **S – Specific**
  Ask for clear details (e.g., "Which teams will use this system?").

- **M – Measurable**
  Focus on quantifiable goals (e.g., "What are your current sales?").

- **A – Action-Oriented**
  Encourage responses that lead to action (e.g., "Which benchmarks will you use?" instead of yes/no questions).

- **R – Relevant**
  Ensure questions relate to the project and business goals (e.g., "What problem are you trying to solve?").

- **T – Time-Bound**
  Define timeframes (e.g., "Should we analyze data from this quarter or last fiscal year?").

📋 3. Setting Realistic Expectations

- **Key Point:** Not all stakeholder requests are feasible.
- **Description:** Use SMART questions to clarify needs and set achievable goals, especially when dashboard space or time is limited.

🚀 4. Final Takeaway

- **Key Point:** SMART questions lead to better insights and outcomes.
- **Description:** They help you understand stakeholder needs, guide project planning, and may even lead to transformative discoveries.