RISING STARS MASTERMIND

How To Ask Better Business Questions

(And Get Useful Advice)

Before you raise your hand, ask yourself these questions first:

1. Do I already have the answer to this question? *(Am I just looking for confirmation? Is there resistance to the answer I already got to this question before, so I keep asking in hopes of a different outcome? Am I attached to what I want to hear?)*
2. What's the purpose of asking this question? What would I like to walk away with?
3. Does my question help me with specific goals I've set for the next 3-6 months?
4. Am I being focused enough? Am I trying to ask 2 or 3 questions at the same time?
5. Does my question include enough specific details to get specific advice (and not a just general feedback)?
6. What do people HAVE to know to answer my question? Can I summarize it in 1-2 sentences?
7. Is my question concise and to the point?
8. Is this question appropriate for the time frame allotted and the environment?
9. Is this the right person (right group) to ask this question?
10. Can I Google the answer to this question?
11. Is this a yes or no question? *(Asking open ended questions could be more valuable.)*
12. Am I looking for strategic advice or doing market research?
13. Am I starting from scratch (it's OK) or do I already have something in progress that can be refined and upleveled (much better)?