

How to Make Better Business Decisions: 50 Great Questions for Critical Thinking

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A leader should be interested in developing 2 competencies in the people within their organization:

1. **Good Decision Making** (to take good choices about how to use the resources of the organization to achieve strategic plans)
2. **Influencing Skills** (because if they cannot influence their peers, people will have to involve you every time...)

If your team doesn't have #1, they are taking poor decisions. If your team doesn't have #2, they cannot execute without your support (you will be sucked into every initiative).

In order to take Good Decisions, you need to ask great questions. Most people ask few questions and rapidly jump to a solution. Great decision makers ask many questions and get many perspectives before they commit to a decision. Here's a set of great questions...

The Ultimate Guide to Great Questions for Critical Thinking

Divided into who, what, where, when, why, how...

Who

1. ...benefits from this?
2. ...is this harmful to?
3. ...makes decisions about this?
4. ...is most directly affected?
5. ...have you also heard discuss this?
6. ...would be the best person to consult?
7. ...else has overcome a similar challenge?
8. ...will be the key people in this?
9. ...deserves recognition for this?

What

10. ...is the impact on you?
11. ...is the impact on those close to you?
12. ...are the strengths/weaknesses?
13. ...is another perspective?
14. ...is another alternative?
15. ...would be a counter-argument?
16. ...is the best/worst case scenario?
17. ...is the most/least important?

18. ...can we do to make a positive change?
19. ...is getting in the way of taking action?

Where

20. ...else would we see this problem showing up in your life?
21. ...else have you overcome this type of challenge?
22. ...are there similar situations?
23. ...is there the most need for this?
24. ...would this be the greatest problem?
25. ...can we get more information?
26. ...do we go for help with this?
27. ...will this idea take us?
28. ...are the areas for improvement?

When

29. ...is this acceptable/unacceptable?
30. ...would this benefit you?
31. ...would this cause a problem?
32. ...is the best time to take action?
33. ...will we know we've succeeded?
34. ...has this played a part in your past?
35. ...can we expect this to change?
36. ...should we ask for help with this?

Why

37. ...is this a problem/challenge?
38. ...is it relevant to your goals?
39. ...is this the best/worst scenario?
40. ...are people influenced by this?
41. ...should people know about this?
42. ...has it been this way for so long?
43. ...is there a need for this today?

How

44. ...is this similar to _____?
45. ...does this disrupt things?
46. ...do we know the truth about this?
47. ...does this benefit you/us/others?
48. ...does this harm you/us/others?
49. ...do we see this playing out in the future?
50. ...can we help you?