

Asking Great Questions

View of the Problem	Wide	<h2>Adjoining</h2> <p>Adjoining questions are used to explore related aspects of the problem that are ignored in the conversation.</p> <p><i>How would this apply in a different context?</i> <i>What are the related issues?</i></p>	<h2>Elevating</h2> <p>Elevating questions help you zoom out. Being too immersed in an immediate problem makes it harder to see the overall context behind it</p> <p><i>Are there larger issues here?</i> <i>Are we asking the right questions?</i></p>
	Narrow	<h2>Clarifying</h2> <p>Asking clarifying questions helps us understand each other better and lead us toward relevant follow-up questions.</p> <p><i>Can you tell me more?</i> <i>Why is that so?</i></p>	<h2>Funneling</h2> <p>We ask these to understand how an answer was derived, to challenge assumptions, and to understand the root causes of problems.</p> <p><i>How was this analysis done?</i> <i>Why did you skip this step?</i></p>
		Confirm what we know	Discover something new
Intent of the Question			