

Top 12 Reasons to Ask Questions

This list is based on three assumptions: 1.) a genuine question is one to which the answer is not known; 2.) curiosity is the driver; and 3.) the questions are intended in a constructive manner, i.e. not to intimidate, dominate, demonstrate how smart one is, or prove being right.

1. Gather information
2. Build and maintain relationships
3. Learn, teach, and reflect
4. Think clearly, critically, and strategically
5. Challenge assumptions
6. Solve problems and make decisions
7. Clarify and confirm listening
8. Negotiate and resolve conflicts
9. Set and accomplish goals
10. Take charge and focus attention
11. Create and innovate – open new possibilities
12. Catalyze productive and accountable thinking, conversation, and action