



STRATEGIC QUESTIONS

Four questions to add a strategic perspective to any conversation

What is right? (Preserve)

What is wrong? (Eliminate)

What is missing? (Add)

What is confused? (Clarify)

Questions to develop a strategic understanding of the health of a team

Clarity

What is the priority right now?
What are we aiming for?

Who could give us important insight into our present priority?

How can we include them in our conversations?

What products or services do we provide that might easily be provided by someone else with less expense?

How can we create additional value?

How might we innovate and redefine value?

What prevents the right information from flowing to the right people?

Cohesion

How are the people on my team experiencing their work?

How are they experiencing each other?

How are they experiencing me?

What obstructs their collaboration?

What is the highest and best contribution of each team member?

How might I discover this?

What should be delegated to whom?

Execution

Are we winning?

What opposes us?

How can we maintain focus on what is most important?

What have we accepted as impossible?

Why?

What does that mean our end users must tolerate?

What, within our control, would make this project/challenge easier?

What prevents us from utilizing this?

What is the data telling us about...

The value we deliver to our end user?

About our performance as a team?

What different tools might improve our performance?

How might we acquire these tools?

Questions to discern the need for disciplined action

What difficult decisions am I (are we) avoiding?

Why?

How will we decide?

What difficult discussions am I (are we) avoiding?

Why?

When will we have these discussions?

What difficult work am I (are we) avoiding?

Why?

When will we complete this work?

What will we NOT do in order to ensure this work is completed?

