



First Questions to Ask When Starting a Project

- 1 What is the business problem you would like to solve? Why? Why? Why?
- 2 What is the problem you are experiencing?
- 3 How may I help you?
- 4 What strategy is this related to? How will the solution help you achieve the strategy?
- 5 What are you trying to accomplish?
- 6 Who are the stakeholders?
- 7 When we finish what do you see as the result?
- 8 Is there a budget for the initiative?
- 9 Why is this necessary?
- 10 How will you define and measure success?
- 11 What is your role in this project?
- 12 How will this improve your business (productivity, income, etc.)?
- 13 Has the scope been defined yet?
- 14 How committed is the business or stakeholder to the project?