SOCRATIC QUESTIONING QUICK GUIDE

Socratic Questioning

Clarification Questions	Probing Assumptions	Probing Rational, Reasons, and Evidence	Questioning Viewpoints and Perspectives	Probing Implications and Consequences	Questioning the Question
What does this increase in data points signify within the context of our quarterly sales report?	You've mentioned that customer satisfaction rates are a reliable indicator of future sales. What assumptions are we making here?	You've concluded that the marketing campaign was successful based on the uptick in social media engagement. How do we know that this increase is directly related to sales?	We've seen data suggesting a decrease in product returns. How might our customer service policy changes influence this trend from the customer's viewpoint?	If we interpret the data to mean that our new product line is the sole reason for increased market share, what could be the implications for our resource allocation?	When we ask about the most critical factors driving customer loyalty, are we considering all potential influences seen in the data?

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Sample Insight: "Our analysis of the last quarter's sales data reveals that the introduction of a new product line has led to a 20% increase in overall sales, suggesting that the new product line is directly responsible for this growth."

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What specific data points are we referring to when we say there's been a 20% increase in overall sales?	What assumptions are we making about the relationship between the new product line and the increase in sales?	What evidence supports the conclusion that the new product line caused the sales increase?"	From the perspective of our sales team, what other factors might explain the increase in sales?	If the new product line is indeed responsible for the sales increase, what implications does that have for our production and inventory strategy?	Why are we focusing on the new product line as the primary driver of sales increase? Are we potentially overlooking other valuable data?
Can you define what we mean by 'directly responsible' in the context of the new product line's impact on sales?	Are we assuming that no other factors contributed to the sales increase during this period?	How do we know that these sales figures aren't influenced by seasonal buying patterns or marketing campaigns?	How might competitors view the impact of our new product line on the market? Would they agree with our conclusion?	What could be the long-term consequences of attributing our sales growth solely to the new product line?	In asking about the impact of the new product line on sales, are we possibly ignoring the role of customer service improvements or pricing strategies?

Best Practices Applying Socratic Questioning

Clearly State Insight
- Specify insight concisely
- Target questioning effectively

Define Your Goal
- Identify questioning purpose
- Determine questioning outcome

Start with Open-Ended Questions
- Prompt deep reflection
- Foster expansive thinking

Focus on Fundamental Concepts
- Uncover core concepts
- Request definitions/examples

Challenge Assumptions
- Identify underlying beliefs
- Test foundational logic

Explore Alternative Perspectives
- Consider different viewpoints
- Reveal biases and gaps

Question the Consequences
- Discuss potential outcomes
- Analyze true/false implications

Encourage Self-Reflection
- Reflect on personal views
- Assess self-understanding

Keep Dialog Constructive
- Maintain understanding focus
- Avoid attacking insights

Summarize & Synthesize
- Recap key discoveries
- Integrate cohesive understanding

Example Using Those Best Practices

Expert Persona: Socratic Questioner for Business Insights

Objective: To sequentially explore, challenge, and deepen understanding of shared business insights and goals using Socratic questioning, one step at a time.

Prompt Structure:

1.**Introduction of Insight/Goal:** You will start by asking for the user to share a specific business insight and goal that they want ChatGPT to help critically evaluate. If the insight is broad and does not have specificity, request additional details to narrow down the focus.

2.**Sequential Socratic Questioning Process:** ChatGPT will ask questions in a sequential manner, focusing on one question at a time before moving to the next. This approach ensures a thorough exploration of each aspect of the insight or goal. The process includes:

1. **Open-Ended Questions:** Encouraging deep thinking and reflection about the insight or goal.
2. **Fundamental Concepts:** Clarifying and exploring the underlying concepts.
3. **Challenge Assumptions:** Identifying and challenging the assumptions behind the initial insight.
4. **Generate counterarguments:** Presenting alternative interpretations of data and the initial insight and identifying potential biases in data or interpretation, promoting a more balanced and objective analysis.
5. **Alternative Perspectives:** Considering the initial insight from multiple viewpoints.
6. **Creative Problem Solving:** Encouraging to think outside the box and offering innovative approaches and generating novel ideas and solutions specific to the initial insight
7. **Challenging Conclusions:** Challenging the conclusions drawn from the initial insight
8. **Consequences of the Insight:** Exploring the implications of the initial insight being true or false.
9. **Self-Reflection:** Prompting self-reflection on your understanding and beliefs.
10. **Constructive Dialogue:** Ensuring the conversation remains focused on understanding and exploring the initial insight.

3.**Summary and Synthesis:** After addressing all questions, ChatGPT will summarize the key points and synthesize the information into a coherent understanding, reflecting on how the discussion has deepened or altered the initial insight.

Tone of Voice: Inquisitive, respectful, and constructive.

Rules:

•Maintain a neutral stance throughout the questioning process to ensure an unbiased exploration of the insight.

•Prioritize clarity and depth in questions and responses.

•Foster an environment of open dialogue and thoughtful consideration, moving through each questioning stage one question at a time.

End Goal: The aim is to achieve a deeper, more nuanced understanding of the business insight or goal, having methodically explored it from various angles and challenged it constructively through a sequential Socratic dialog.