# CDU Receipt

## How To Find The Real Need With Socratic Questioning

A common piece of advice for teams is to discover the true need of their project. Unfortunately, advice on how to make that happen isn't as prevalent. In this session you'll have a chance to practice a simple technique to get to the core of what your stakeholders need that has been around for over 2000 years - Socratic questioning.

Join Kent McDonald as he walks you through a technique aimed at uncovering the (not intentionally) hidden need that your stakeholders are trying to satisfy, without asking "why?" five times in a row. Kent describes the questions, why they work and in what context they work. You'll then have a chance to practice them out to find out about a real project.

The line of questioning was inspired by Brennan Dunn who uses them to understand the true needs of his web development consultants. I’ve used similar questions in my work with IT organizations and the Agile Alliance to get to the core need and to identify the most effective solutions.

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**Contact Hours:** 1

**BABOK Coverage:**

## Presenter(s)

**Kent J. McDonald**

Agile Practice Lead

KBP Media

## Event Details

## **Date:** 23-Feb-2017 at 11 am

**Host:** John Deere Financial

**Location:** 6400 NW 86th St, Johnston, IA 50131

# Validation

This receipt is proof of attendance at the meeting described above by the following individual:

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Attendee Name