## Question Types

1. **Open-ended questions:**
   - “What are your reactions to the General Motors Case?”
   - “What aspects of this problem were of greatest interest to you?”
   - “Where should we begin?”

2. **Diagnostic questions:**
   - “What is your analysis of the problem?”
   - “What conclusions did you draw from this data?”

3. **Information-seeking questions:**
   - “What was the Gross Domestic Product of France last year?”

4. **Challenge (testing) questions:**
   - “Why do you believe that?”
   - “What evidence supports your conclusion?”
   - “What arguments might be developed to counter that point of view?”

5. **Action questions:**
   - “What needs to be done to implement the government’s anti-drug campaign?”

6. **Questions on priority & sequence:**
   - “Given the state’s limited resources, what is the first step to be taken? The second? And the third?”

7. **Prediction questions:**
   - “If your conclusions are correct, what might be the reaction of the Japanese auto industry?”

8. **Hypothetical questions:**
   - “What might have happened to the company if a strike had not been called by the union?”

9. **Questions of extension:**
   - “What are the implications of your conclusion about the causes of the Boston bottling plant strike for executives in plants in other large cities?”

10. **Questions of generalization:**
    - “Based on your study of computer and telecommunications industries, what do you consider to be the major forces that enhance technological innovation?”