

ENTREPRENEURIAL SPIRIT

INTRODUCTORY

CRITICAL QUESTIONING



SKILL ADDRESSED:

Entrepreneurial Spirit

LEVEL OF CHALLENGE:

Introductory

TITLE OF ACTIVITY:

Critical Questioning



INTRODUCTION TO THE SKILL

Critical Questions are words used to acquire knowledge. The individual asking the questions is usually in search of a straightforward answer to their question. Critical questions are distinct from other question types because they employ a precise question word or inquisitory phrase such as who, how, what, when, or where.

Critical questioning presents a methodical strategy to boost workers' participation. This approach delivers practical questioning techniques that will assist in turning workplaces into more effective learning environments.

In this proposed scenario, you will develop and see how critical questioning can assist you in identifying any changes and opportunities that may occur in the workplace.

SOURCES:

- LiteracyTA. (2013). Critical questioning. Retrieved November 16, 2022, from <https://www.literacyta.com/teaching-methods/critical-questioning>.
- Study.com. (2022). What are critical questions? Retrieved November 16, 2022, from <https://homework.study.com/explanation/what-are-critical-questions.html>.

THE CHALLENGE

You are an employee at a small local grocery store. Unfortunately, the store has taken a big financial hit in the last few weeks as there have been many new franchise stores opening in the local area, selling their products at a much cheaper price but with much cheaper product quality. The owner of the grocery store has decided that wants to make some changes surrounding their business to compete with these new competitors. They have asked all the employees to provide some feedback/suggestions at the next staff meeting, along with some research/evidence about how they could compete with these larger franchise stores.

To complete this challenge, in groups of 3, you are asked to imagine you are employees at this local grocery store, preparing to provide some feedback/suggestions at the next staff meeting, along with some evidence that could help the store compete with these new competitors.

You are asked to critically question how the store could be improved by identifying any changes and opportunities you may believe will help the business move forward.

STRUCTURE

To help you, please follow these tips/pieces of advice to solve the challenge posed:

- How would your perspective differ if you were in a higher position within the business? This allows you to walk in someone else's shoes, thinking from a different perspective. If you had more power to influence change in the business, what would you propose?
- Do you agree or disagree that changes need to be made- and why? Deciding whether you feel that changes need to be made within the business for it to be more effective. It is important to look from different perspectives, and weigh different options, to help make an informed decision.
- How would you solve this problem? Finding creative solutions to these problems like looking at different opportunities, and what changes could be made to fix these problems.
- Can you give an example? Are you able to provide hypothetical testing to see where the business could progress if it makes its changes?
- It might be beneficial for you to create a SWOT Analysis for the grocery store (Strengths, Weaknesses, Opportunities, and Threats).

ADDITIONAL RESOURCES:

[Conducting a SWOT Analysis](#)

[SWOT Analysis Template](#)

[Critical Thinking Questions](#)

DEMONSTRATION AND EVALUATION

After completing this challenge, you and your group should have been able to demonstrate your critical skills and identify changes and opportunities by using a SWOT Analysis to help the local grocery store compete with the bigger franchise stores opening in the local area.



SELF-REFLECTION:

- What did you learn when completing this challenge? Why is it important to know?
- Do you feel that you did an effective job of communicating your learning to the other members of the group?
- Were there any particular strategies, skills, or procedures you used to complete this challenge? What were they?
- If you could do this challenge again, what would you do differently?

Congratulations! You have now completed the challenge. To learn more about this topic, we encourage you to complete the final assessment quiz, and to learn more about Entrepreneurial Spirit, please advance to the next level (Intermediate).





INTERFACE



Co-funded by
the European Union

"The European Commission's support of this publication does not constitute an endorsement of the contents, which reflect the views only of the authors, and the Commission can not be held responsible for any use which may be made of the information therein." Project Number: 2021-1-DE02-KA220-000034783