

Two Questions Card Deck

8-card sample

Two cards from each suit of the 52-card deck. Print them, use them once in a real meeting, then decide.

1 What is this really for?

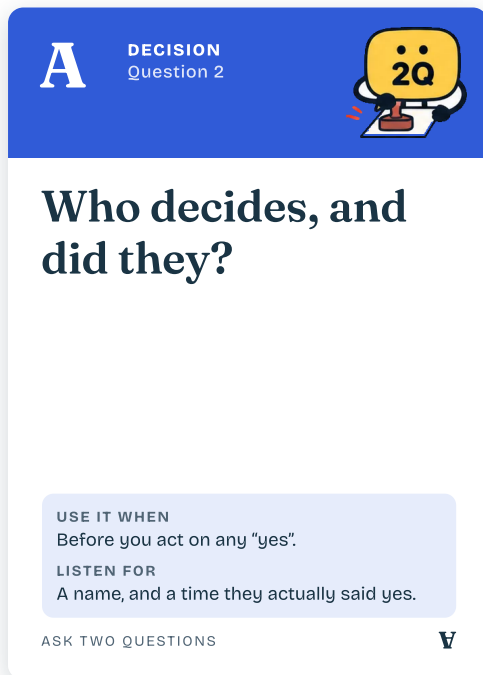
2 Who decides, and did they?

TRY ONE NOW
2 minutes

Cut out the Purpose Ace or 5 on page 2. Before your next request or meeting, read the question aloud and write down the answer you hear. If you cannot, that is the gap.

Try it this week

1. Print pages 2 and 3 double-sided, flip on the long edge, at 100% / actual size. Cut on the crop marks.
2. **Before your next stakeholder meeting:** read the two Aces (Purpose and Decision). Anything you cannot answer with a name, a date or a result becomes your first question.
3. **At your next team meeting:** read one Trap card aloud, keep the upside-down strip covered and ask: question 1, question 2 or both? Then flip it.



Each card gives you the question, **when to use it** and what a useful answer sounds like (**listen for**). The full deck adds 44 more cards, four ways to play and a fold-up tuck box.

A **PURPOSE**
Question 1



What is this really for?

USE IT WHEN

Any new request, before you start.

LISTEN FOR

A result someone will use, not a list of tasks.

ASK TWO QUESTIONS



5 **PURPOSE**
Question 1



What would make you say, “This is not what I asked for”?

USE IT WHEN

You sense a gap between the brief and the need.

LISTEN FOR

The hidden test the work must pass.

ASK TWO QUESTIONS



A **DECISION**
Question 2



Who decides, and did they?

USE IT WHEN

Before you act on any “yes”.

LISTEN FOR

A name, and a time they actually said yes.

ASK TWO QUESTIONS



Q **DECISION**
Question 2



When someone says “fine” in chat, is that a decision or only a reply?

USE IT WHEN

Approval arrived by emoji or one word.

LISTEN FOR

A clear yes, from the right person.

ASK TWO QUESTIONS



A **PEOPLE**
Stakeholders



Who else is affected, and have we heard from them?

USE IT WHEN

Any change that reaches beyond your team.

LISTEN FOR

A name you had not thought of.

ASK TWO QUESTIONS



3 **PEOPLE**
Stakeholders



Who is not in this meeting and should have been?

USE IT WHEN

Right after a big meeting.

LISTEN FOR

The missing voice.

ASK TWO QUESTIONS



4 **TRAP**
Scenario



Silence counted as approval

Ollie shares the plan in a busy channel. No one objects, so the team treats it as approved.



YOUR MOVE

Which question breaks it: 1, 2 or both?

BREAKS WITH Q2. Ask the decider for a clear yes, by name, with a time.

9 **TRAP**
Scenario



Friday in whose time zone?

Everyone agrees on Friday. The client means 9 a.m. in New York; the team means end of day in Manila.



YOUR MOVE

Which question breaks it: 1, 2 or both?

BREAKS WITH Q1. Say the date, the time and the time zone, and confirm it back.

52 **FULL DECK**
Ask Two Questions



You are holding 8 of 52 cards

The full Two Questions Card Deck has 13 cards in each suit, 2 guide cards, 9 blanks, four ways to play, a tuck box and print-shop PNGs.

Get all 52 in this store: **Before the Meeting: 52 Printable Stakeholder Question Cards.**

ASK TWO QUESTIONS





ASK TWO QUESTIONS
What is it for? Who decides?



ASK TWO QUESTIONS
What is it for? Who decides?



ASK TWO QUESTIONS
What is it for? Who decides?



ASK TWO QUESTIONS
What is it for? Who decides?



ASK TWO QUESTIONS
What is it for? Who decides?



ASK TWO QUESTIONS
What is it for? Who decides?



ASK TWO QUESTIONS
What is it for? Who decides?



ASK TWO QUESTIONS
What is it for? Who decides?



ASK TWO QUESTIONS
What is it for? Who decides?



Liked these 8? *There are 44 more.*

The full **Before the Meeting: 52 Printable Stakeholder Question Cards** deck is in this store, the same place you got this sample.



- All 13 cards in each suit: Purpose, Decision, People and Trap (Ace to King)
- 2 guide cards, 9 write-your-own blanks and a fold-up tuck box
- 4-page guide with four ways to play, from 5-minute solo prep to a 15-minute team trap round
- US Letter + A4 PDFs and print-shop PNGs (poker size, 300 dpi, bleed)

Look for it in this store: Before the Meeting: 52 Printable Stakeholder Question Cards.