


**National center for case study teaching in science answers**

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Case studies and testimonies are useful to have at hand. They help you gain the confidence of a perspective, show them what life would be like for your client, and validate that your product or service works. Consider creating a customer history library that your sales team can use to share targeted and relevant content with your perspectives through your website and sales proposals. In order to build this library, you should not only know how to write a case study, but you also need to ask the right questions that will surpass precious details and deepenings. The following list of 100 questions of case study will help you to build a narrative using the method "Problem -Agitate -Solve". Use these tips to start and add more specific case study questions for your business or products. 1. Case studies are a form of client advocacy. In case you haven't noticed, customers are not always quick to trust advertisements and sales strategies of a brand. Who can really blame them? With every other brand that claims to be the best in business, it is difficult to order exaggeration from reality. In the end, most customers will turn to a source of trust for information: their peers, colleagues and other clients. This is the most important reason why case studies are effective. These are testimonies provided directly by previous customers and are supported by data and information supporting their request. If someone is considering your business, a case study is a much more convincing piece of marketing or sales material than traditional advertising. 2. Case studies provide an opportunity for joint promotion. Your activity is not the only one that benefits from a case study. Customers participating in study cases also benefit. Think. Case studies are free ads for your customers. While they are not promoting their products or services, they are still getting word out about their activity. And, the case study highlights how the success of their business is by showing interested drivers who are up and up. Three. Case studies are easily shadowed. Whether you are a seller trying to close a deal, or a marketer trying to educate people on your brand, case studies are great to have at hand because © you can easily share them with lead, prospects and customers. If you have embedded them on your website, or save them as PDF, you can simply send a link to share your case study with others. They, in turn, can share that bond with their colleagues, and so on and so on. Case studies can also be useful during a sales pitch. Say that a customer is explaining a problem that has been in a case of study, you can quickly expose it and share it with them in a timely manner. In sales, timing is everything, and this could be that argument that convinces a customer to buy from you. 4. Case studies build relationships with your customers. I would like to tell you that creating a case of study does not take time or effort. While case studies are very useful, they doSome back and forth with your customers to get the exact feedback you are looking for. The good news is that this builds relationships with your most loyal customers. You know them personally, and they will become more than just your most valuable clients. And the better the relationship you have with them, the more likely they will support your business. They will want to indicate potential leads and perspectives for their case study and boast about how big one of your products or services is. Five. Case studies are less popular than customer reviews. The difference between a case study and a customer review is data support. Customer reviews are typically based on the customer's opinion of your brand. While they could write a brilliant review, it is completely subjective and there is rarely empirical evidence to support their claim.194; 160? case studies, on the other hand, are more data-based. While they still talk about how big your brand is, they support this statement with quantitative data relevant to the reader. In this way, it is not just a customer who says how fantastic your product or service is; It is a complete argument with objective data that confirm the customer's opinion. What makes a good case study questionnaire? Some key elements constitute a good case study questionnaire. One is that the questionnaire should look like a conversation and not an interrogation. Some of the essential things your questionnaire should include: The problem faced by the customer before choosing your organization © they have chosen your company As your company has solved the problem they have faced The measurable results of the service provided If the customer is willing to share data and metrics to prove the success of your company service or product you can adapt these considerations based on how your customers use your product and specific answers or quotes you wish to receive. What makes a good application for study? A good case study request provides a powerful message to lead in the decision-making phase of your potential buyer's journey. Since your client has agreed to participate in a case study, they are probably very excited about the service you provide. Therefore, a good case study request delivers the reins to the customer an open question that lets them talk about how excellent your organization and service is. The Ultimate List of Case Study Questions Categories for the best study questions include: Case Study Questions concerning customer activity Knowing customer activity is a great way to set the tone for case study. Use these questions to get some background information about the company its business objectives. This information can be used to introduce the activity at the beginning of the case study. Would you give me a quick overview of [company]? Can you describe your role? How do your role and team adapt to the company and its objectives? How long has your company been working? Work? Do you have many employees? Is your company revenue available? If so, what is it? Who's your client? How does our product help your team or company achieve its goals? How are our companies aligned (mission, strategy, culture, etc.)? How many on your team? What are their roles? Study Questions About Environment Before Purchase There are several ways to solve a problem at, and when readers see that the customer has considered other tools and processes before coming to your service, it will create trust. Find out which products, tools and processes the customer used before purchasing your product. This will highlight the business needs they had to meet. What was your team's process before using our product? Were there any costs associated with the process before using our product? What were the main pain points of your process before using our product? Has our product replaced a similar tool or is it the first time your team uses a product like this? What other challenges did you face before using our product? Were there any doubts about how your customers would be affected by the use of our product? Why didn't you buy our product or a similar product before? Were there swingers involved in your decision to become a client? Did you have to make changes you didn't expect once you became a client? How has your perception of the product changed since you became a customer? Case Study Questions about Case Study Decision Process Readers will be interested in what influenced the decision making process for the client. If they can relate to that trial, they're more likely to buy your product. What factors did the customer consider before choosing your solution?194; 160; the answers to these questions will help potential customers through their decision-making process. How did you find out about our product? How long have you been looking for a solution to this problem? Have you compared alternatives? What are they? Would you describe any reason why you decided to buy our product? What were the criteria you used when you made the decision to buy our product? Are there any high-level initiatives or objectives that prompted the decision to buy? For example, was this decision motivated by a corporate vision? How was the purchase process? Did you notice anything exceptional or friction? How would it change the buying process, if at all? Who were the decision makers on your team involved in the purchase process? Customer Business Case Study Questions Questions about the impact of the product or solution on the customer's employees, teams, metrics and goals. These allow the customer to praise the value of your service and tell others exactly what benefits they have gained from it. When the readers examine this part, it is confirmed that the case study is credible, credible. How long have you been using our product? How many people in your company use our product? Are there multiple departments or teams using our product? How do you currently use the product for you and your team? What types of goals or tasks are you using the product to achieve? If there are other teams or departments using our product, do you know how they use it? What was the most obvious advantage that felt our product offered during the sales process? Are there any other advantages you discovered after using the product more regularly? Are there metrics or KPIs that follow with our product? What are they? Did you track metrics before using our product? What were they? How did our product affect your metrics? Case Study Questions about the purchasing team and internal lawyers see if there are individuals in the customer company who are lawyers for your product. Are there any other team members who believe they are supporters of our product? For example, does anyone stand out as "energy user" or product expert in your team? Is there anyone else on your team you think we should talk to? Is there any team member you think is not the biggest fan of our product or that might need more training? Share some details about how your team has implemented our product? Who of your company has been involved in the implementation of our product? Have there been internal risks or additional costs related to the implementation of our product? If so, how did you respond? Is there a training process for the use of our product by your team? If so, what does it look like? How long does a new team member take to be updated with our product? What was your main concern about transporting this product to your company? What do people say about our product since they started using it? Any questions about customer success found success with your product? Ask these questions to learn more. Using our product can you measure any reduced costs? Using our product can you measure any productivity or time savings? Using our product can you measure any revenue or growth increases? Is it likely or recommended our product to a friend or colleague? How did our product affect your success? Your team's success? At first you had problems with XYZ. How are you feeling for them now? I noticed your team is doing XYZ with our product. Tell me more about how it helps your business. Have you thought of using our product for a new case of use with your team or at your company? How do you measure the value our product provides? What it takes for you and your teamget the most value from our product? Study questions on product feedback is the breakfast of samples. Feedback from your customers can help improve the quality of your service. Use the following questions to get feedback from customer about the product. Is there anything about the product you would like to see changed or improved? Do you have any requests or suggestions for our team? What is your favorite feature or part of our product? Why? ©? What is the feature or part of our product that you or your team use most frequently? Why? ©? Did you use our customer support resources? If so, do you have any comments from your experience? Have you checked our support content or training resources recently? What do you think? Are there any content or supporting documents that you would like us to work on and share? Do you have any general comments or advice for us as a company? Are there any other members of your team who might have feedback for us? Anything else we can do to make you happy? Ask the customer if they would recommend your product to others. A strong recommendation will help potential customers to be more open to purchasing your product. How can other companies in this sector solve the problems you had before purchasing our product? Have you ever talked about our product with one of your clients or peers? What did you just say? How likely is it that you recommend our product to a friend or customer? Can you think of any use that your customers might have for our product? What are your tips for other teams or companies that are facing problems similar to those you had before purchasing our product? Do you know anyone in the X industry who has problems similar to the ones you had before using our product? I noticed you work with Y Company. Do you know if they have any pain spots with these trials? Does your company participate in any partners or postponement program? Can I send you a referral kit as a thank you for making a referral and give you the tools to deliver someone to us? Are you interested in working with us to produce further marketing content? Requests to be submitted to questions to be submitted by the customer. quotations worthy of quotation, and a preventive feedback offers proof.194; 160? Improve your case study with phrases to be expressed by the client. By asking these questions, the prospects have more information about other customers and their success with your product. How would you describe your process in a sentence before using our product? What is your advice to others who might consider our product? What would be the workflow or process of your team without our product? Do you think the investment in our product was worth it? Why? ©? What would you say if we told you our product wasn't available? What would that mean to you? How would you describe our product if I explained it to a friend? What do you like about your work? Your company? What? the worst part of your process before you start using our product? What do you like about our product? Why do you do business with us? In-depth questions about future customer goalschallenges and plans for the future. This will provide insight into how a business can grow with your product. What are the biggest challenges ahead for your industry? What are your goals for the next three months? How would you like to use our product to meet these challenges and goals? Is there anything we can do to help you and your team achieve your goals? Do you think you will buy more, less, or about the same amount of our product next year? What are the growth plans for your company this year? Your team? How can we help you achieve your long-term goals? What is the long-term impact of using our product? Are there initiatives that you personally would like to implement and that our product or our team can help? What do you need from us in the future? Is there anything we can do to improve our product or process to work together in the future? How to ask the client for a Case Study Before you can start putting together your Case Study, you need to ask the client for permission. These email templates will be helpful. If you have a customer who has been successful with your product, please send them the following request: Thank you & Quick Request Hello [customer name], Thank you again for your activity -- working with you to [solve X, launch Y, take advantage of Z opportunity] has been extremely rewarding and I look forward to collaborating more. [Name of your company] is building a library of case studies to include on our website. We are looking for successful companies that use [product] to solve interesting challenges, and your team came to mind right away. Are you open to a light process -- [I, a product marketer] will ask you approximately [10, 15, 20] questions via email or phone about your experience and results. This case study will include a blurb on your company and a link to your homepage (which hopefully will make your SEO team happy!) Anyway, thanks again for the opportunity to work with you, and I wish you a great week. Better, [your name] If one of your clients has recently given some praise (to you, their account manager, your boss; on an online forum; to another potential client, etc.), then send them a version of this email: Hey [customer name], Thanks for the great feedback -- I'm really happy to hear that [product] is working well for you and that [company name] client] is getting the results I am looking for. My team is building our case study library, and I'd love to include your story. We will be happy to provide you with further details if you are potentially interested. Anyway, thank you again, and I look forward to receiving further updates on your progress. Greetings, [The name] You can also find potential case study clients based on usage or product data. For example, you might see a company you sold 10 months ago just bought eight more seats or upgraded to a new level. Clearly, they're happy with the solution. Try this. Hey [customer name], I only saw you [invest in our product x; add y more users; reached product z milestone]. Congratulations! I would like to share your story oand [product] with the world -- I think it is a great example of how our product + a dedicated team and a good strategy can get fantastic results. Are you open to being described? If so, I will send you more details. Thanks, [your name] create an effective case if you want to create an effective case of study, it must be credible, genuine and clear that your product or service is better than your competition. should explain why some customers are the right for your business and how your company can help you meet their specific needs. In this way, someone in a similar situation can oare your case study as a testimony for why they should choose your business. il 160; use the above questions to create an ideal case study questionnaire of the customer. asking your customers the right questions, you can get a valuable feedback that can be shared with potential leaders and convert them to loyal customers.

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