

# Example Case Study Questions for Interviewing Customers

## To understand the customer's background:

- Can you tell me about your brand? (Open-ended questions give the interviewee a chance to tell you anything they deem important, even if you haven't considered it)
- How long have you been operating, and how has the business evolved in that time?
- What separates your business from others in your industry?

## To uncover the customer's challenges:

- What were the challenges you needed to overcome before finding our product?
- How did these challenges hold your business back?
- Did you try other solutions? What didn't work well for you?

## To learn more about the customer's buying process:

- How did you learn about our brand?
- What inspired you to choose our product over our competitors?
- How was your buying experience?

## To understand how the customer uses your product:

- What does our product help you achieve?
- What results have you gotten from using our product?
- What impact have these results had on your business?

# Case Study Examples That Actually Works Step By Step Guide To Starting A

**IM Harris**



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