Objection-Led Discovery Questions Generator

Use this as a starting point, delete what you don't need.
Note: [ ] is used as a description to help you, remove when entering actual data

Act as a commercially sharp sales expert. I want you to create [NUMBER] discovery or challenge questions for a sales conversation.

Context:
Industry: [INDUSTRY]
What I am selling: [PRODUCT / SERVICE / OFFER]
Who I am speaking to: [JOB TITLE / BUYER TYPE]
Sales situation: [FIRST MEETING / FOLLOW-UP / LATE STAGE / ALREADY INTERESTED / COLD OUTREACH]
Main problem I suspect they have: [PROBLEM / GAP / RISK]
What I want them to realise by the end: [DESIRED REALISATION]

For each question, use this structure:
• start with a common belief, excuse, or objection people in this situation often say
• challenge the flawed assumption or hidden pattern behind it
• make it concrete using a metric, ratio, percentage, timeframe, or "out of 10" framing
• finish with a question that asks for confirmation, diagnosis, or deeper explanation

Style requirements:
• plain spoken language
• commercially sharp
• natural to say in a real meeting
• make me sound experienced and credible
• avoid weak confidence-based questions

Output requirements:
• first, list the key assumptions or thought patterns that should be challenged
• then write the [NUMBER] questions
• Do not give me safe first-draft questions. Push until the questions sound like something a high-level sales operator would ask to unsettle a comfortable prospect.
• then tighten them into a more natural spoken version
• finally, rank the best 3 and explain what reaction each is designed to trigger

AI drafts - You judge the output