



# 5 WHY'S INTERVIEW

*The 5 Why's tool can be used independently or combined with other tools to get to the core of a person's beliefs, motivations and values.*



**PREPARATION:**  
1-3 hours

**DURATION:**  
15-45 minutes  
interview

**FACILITATORS:**  
1 -3, design team  
members

**RESOURCES:**  
Notebook, photo camera,  
voice recorder, video  
camera

**PARTICIPANTS:**  
5, Users, employees, or  
other stakeholders

**EXPECTED OUTCOME:**  
Field data

**DESIGN PHASE:**  
Insights

**TEMPLATE OR  
GUIDELINES:**  
Create own interview  
guide

*By using the 5 Why's interviews, designers tap into human and emotional roots of a problem. Designers conduct the 5 Why's interview with users, employees, or any other relevant stakeholders to get answers to complicated issues that are relevant to the design challenge.*

**1. START:**

Define the focus of what you are interested in and consider what you want to do with the findings (build personas, journey maps, system maps, etc.).

**2. IDENTIFY:**

Based on the selected focus area, define the criteria for selecting suitable participants.

**3. PREPARE:**

Think about how you will recruit the participants, what expectations will be set up-front, how you will start and end, and how much time they are expected to dedicate to this activity.

**4. CONDUCT:**

After deciding the best times, length and depth of the interview, start by asking open and non-leading questions about your Interview

participant's habits or behaviors then ask 'Why' to their response five times in a row. The aim of asking five times 'Why' is to reach depth and latent motivations (e.g. you can start with, What are you daily routines?).

**5. REPORT:**

Right afterwards, write up the key learnings. Review all the data and highlight important issues. Pay special attention to moments when it feels like you reached a deeper level of understanding why the person does something. Make a short summary that includes the key findings and examples from the data that exemplify these, e.g. quotes, photos, or videos.

