

4 Steps to Simplified Problem Solving – Continuous Circle of Engagement

1. Motivate

- Why do we want / need a solution?
- What happens if the problem is ignored?
- Why do we need the help of person “x”?
- Why should person “x” help?

4. Activate

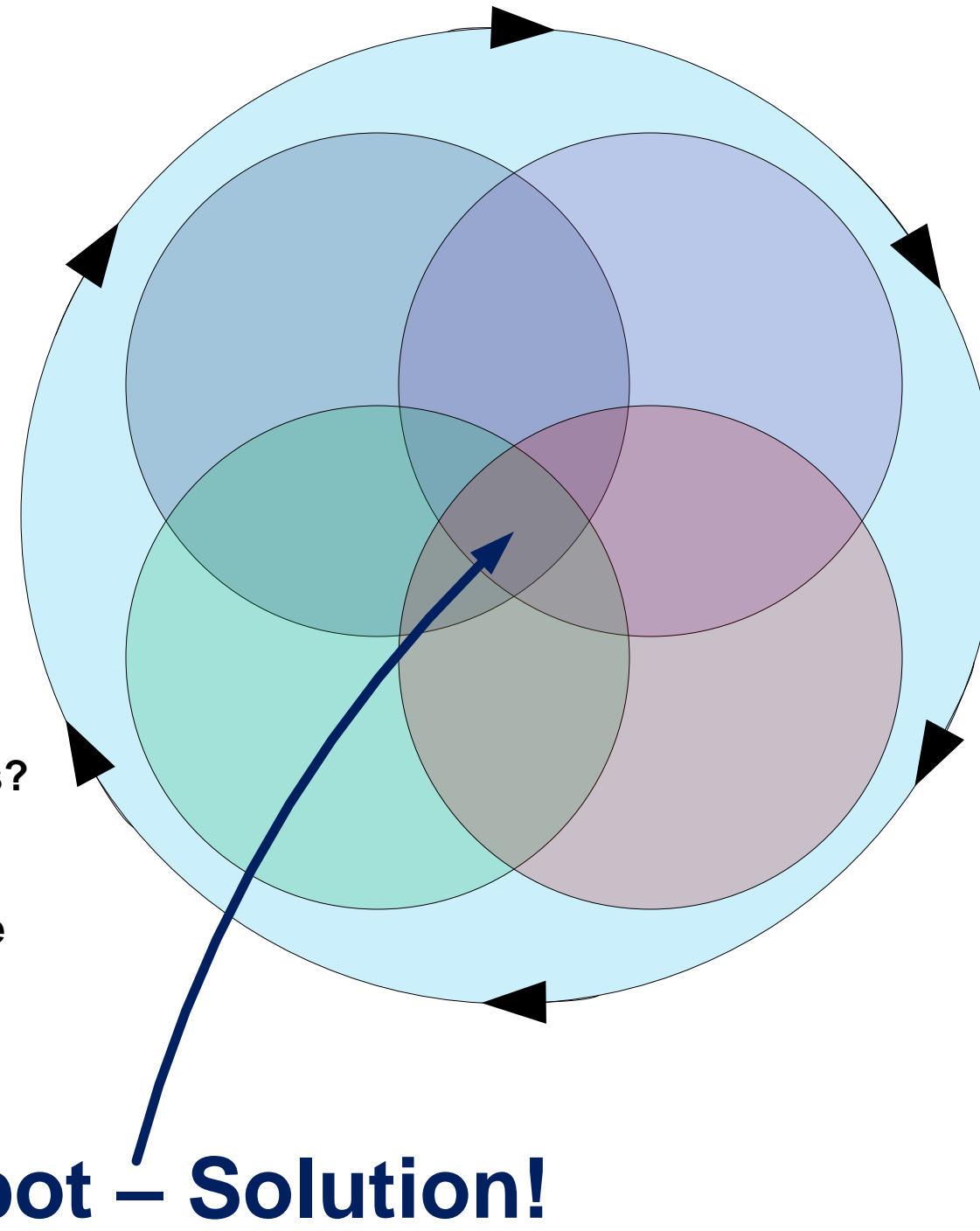
- What measurable outcomes define success?
- How do we define the plan?
- How do we execute the plan?
- How do we compare result with measurable outcomes?
- What do we need to tackle next?

2. Educate

- What do we need to learn about problem – scale, impact, cost, timing, resources?
- What do we need to learn about solution possibilities?
- What constraints exist that narrow down solution possibilities?

3. Illustrate

- Who are the stakeholders for describing problem / solution to?
- What context / diagram technique is best to demonstrate problem / solution to stakeholders?



Sweetspot – Solution!

Why?

How do I know?

Notes

- An idea borrowed from the writings of Dr. Ben Lerner
- Questions are examples only. Specific context and mileage will vary.

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