

The problem grid

The problem:

Goal

- What is the goal?
- Why do you have that goal?

Exceptions

- In what situations is there not a problem?
- What is different when the problem isn't occurring?

Hypothetical

- How will things be different when the problem is solved?
- What will be evidence that the problem no longer exists?

Self

From your own perspective

Other

From the perspective of a spouse or good friend

Detached

From the perspective of an outsider / complete stranger