EXERCISE - SOLUTION

Let's create possible solutions and pick the best idea. How would a value partner's world look like where their needs are fulfilled and goals are reached?



SOLUTION CREATION

I)	2)	3)	4)
		: {	:
5)	6)	7)	8)
5)	6)	7)	8)
5)	6)	7)	8)

Discussion

What will make people switch from their current solution to our new solution? How does our solution match the stakeholder's intent and desired outcome?