

Solution Canvas

©Anna Hoffmann 2016

1. Define the Here and “Now”:
Find three aspects to describe the present situation you want to change or solve!
Share your insights with your team!
2. Describe the solution: How would the best outcome look like?
What would be „Heaven“? What is a workable aim?
Share your insights with your team!
3. Flip-Flop the „Here and Now “and create “Hell”:
What must you do to make things really worse?
What has to happen to have the worst outcome?
In which ways could you create a „Hell”-situation?
4. “Stop”: What could or must you do to stop creating “Hell”?
What might push things into a good direction?
What could improve the situation right away?
What could be copied?
5. Use Benchmarking: Who has solved similar problems before?
From whom or which institution could you learn?
What can you learn from others?
What could be inspiring?
Share your insights with your team!
6. Define the three biggest obstacles, risks or problems on your way to “Heaven”. What are difficult restrictions, limitations or necessities? Write them in the grey oval fields.
Share your insights with your team!
7. How could you make your way to a solution in spite of the obstacles? How could you make the obstacles lower?
8. Find ways around the obstacles! How could you ignore the obstacles? In which ways could you reach the solution as if the obstacles are not relevant?
9. What circumstances or framework conditions do the obstacles need to exist?
Which requirements do the obstacles need to “stay alive”?
Share your insights with your team!
10. How could you erode the framework conditions? What would weaken or change the obstacles, so that you can reach your solution more easily? Which new ways to approach your goal pop into your mind, if you could change or eliminate the

framework conditions of the obstacles?

11. Dream big - the fairy queen gave you a free wish: What could you wish from the fairy queen to create the solution at once? Which miracle is needed to realize the optimum outcome overnight? Try to find a new prospective.
12. “Go”: What could be an intermediate goal? Which steps could you take to come closer to the solution immediately? Which intermediate step can you make? Find something you can and should practical do!
Share your insights with your team!
13. Use the “Joker” and do a bisociation. (Bisociations are context-crossing “associations”, often needed in innovative domains). Your task is to connect seemingly unrelated information, metaphors or words to create new ideas.

Step 1:

Take an abstract picture. Write down five associations to the picture. This can be pure descriptions (like “green”), words (like “beautiful”) or metaphors (like “a train of thought”).

Step 2:

Try to find a connection between each of the five associations and your problem or solution. What could be a new approach to your problem? What could bring a better solution? What could be an inspiration? Write new ideas to solve the problem into the cloverleaf. These ideas can be crazy or bold!

Share your insights with your team!

Go through the next steps in your team or alone:

14. Select the five most interesting or promising solution ideas from the canvas and write them down.
15. Step 1:
Select one of your top five solutions. Define three steps you can take to realize this solution or bring the solution about.

Step 2:
Define and terminate one of the steps in the next 48 hours. Execute the step!

Impressum

Anna Hoffmann Business Consulting & Facilitation

Annette Hoffmann

Alt Nowawes 67

14482 Potsdam

Kontakt: Tel.: 0331 600 6560, info@anna-hoffmann-consulting.de