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| **Question: What are the problems with the current <<insert process / product / solution>>?** |
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| **Question: What is the primary problem that your seeking to address through this effort?** |
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| **Question: What would happen if this problem was not resolved?** |
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| **Question: Who is directly impacted by this problem?** |
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| **Question: Who is indirectly impacted by this problem?** |
|  |
| **Question: What is the financial impact of this problem?** |
|  |
| **Question: What is the operational impact of this problem?** |
|  |
| **Question: What is the root cause of this problem?** |
|  |
| **Question: What are all the possible ways to resolve this problem?** |
|  |
| **Question: What solutions could be developed / implemented / bought to resolve this problem?** |
|  |
| **Question: Who would be using this solution?** In what capacity would they be using the solution? |
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