

Reframing Problems¹

Once a person has established a point-of-view about a problem, it can be difficult to view the problem with different eyes. Use this worksheet to identify how you are presenting your problem and how you can reframe it.

Two ways of looking at the same problem

| Presenting Problem | Reframed Problem |
|---|--|
| I have a problem. | I have an opportunity. |
| My goal is unachievable. | I don't have our goal broken down into realistic steps. |
| I don't have enough resources (time/money/etc). | I can be more strategic about using my current resources. |
| I don't have any power in this situation. | I haven't found my areas of control or points of leverage yet. |
| My product won't sell. | I am trying to sell my product to the wrong people. |

Apply this to your own Presenting Problems

| Presenting Problem | Reframed Problem |
|--------------------|------------------|
| | |
| | |
| | |
| | |
| | |

¹ Adapted from "Two Ways of Looking at the Same Problem" p196-7; Kaner, Sam; *Facilitator's Guide to Participatory Decision Making*



New Solutions

As you look over the list of reframed problems, what solutions come to mind that weren't there before? What assumptions were you working from that are now changed?

Reflection

How did this exercise change your perception of the problem? How can you use this strategy in the future?
