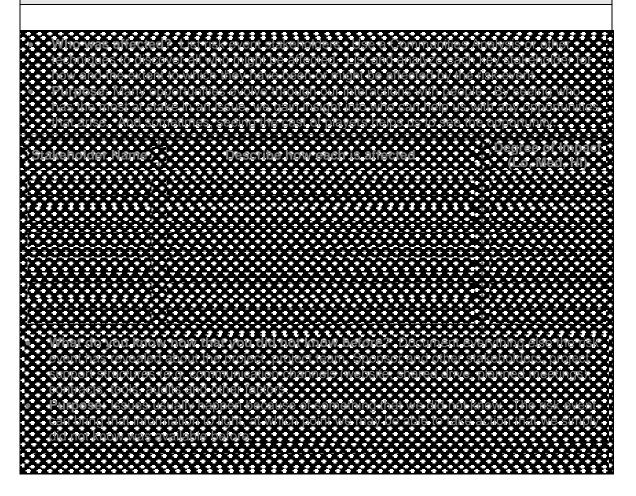
# Seven Step Approach to Discovering Hidden Opportunity

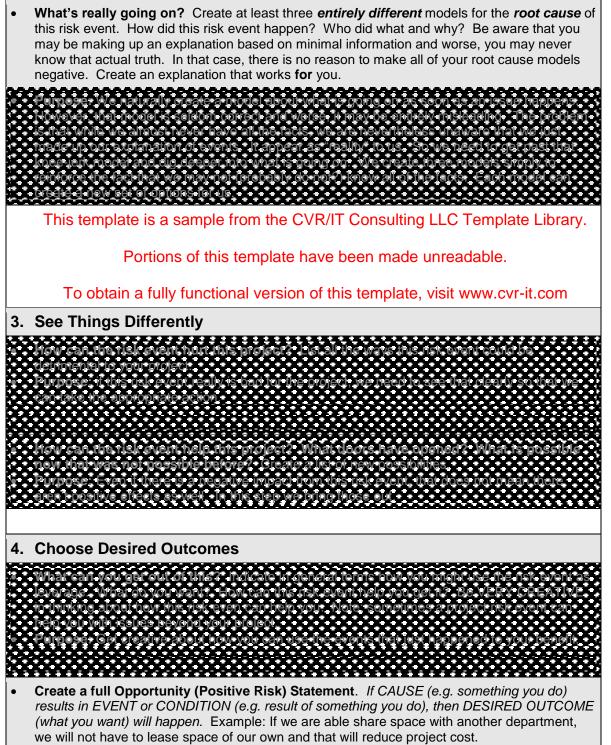
On occasion, what appears initially to be a project issue turns out in fact to be an opportunity in disguise. We can make this happen much more frequently when we know how to reveal the opportunity. Use this template to analyze each project issue for hidden benefits. Consistent use of this template can completely change your understanding of project risk events.

#### 1. Define the Risk Event

- What actually happened? Describe the risk event or condition. Create an *objective* description based on observations of the risk event. Speak with others to learn what they saw / heard / experienced. Where possible, gather physical evidence. **Do not include** interpretations of cause.
- **Purpose:** it is important to separate fact from assumption. Each person sees the world a bit differently. By comparing the observations of multiple viewers and leaving out interpretations, we gain a more objective understanding of events.

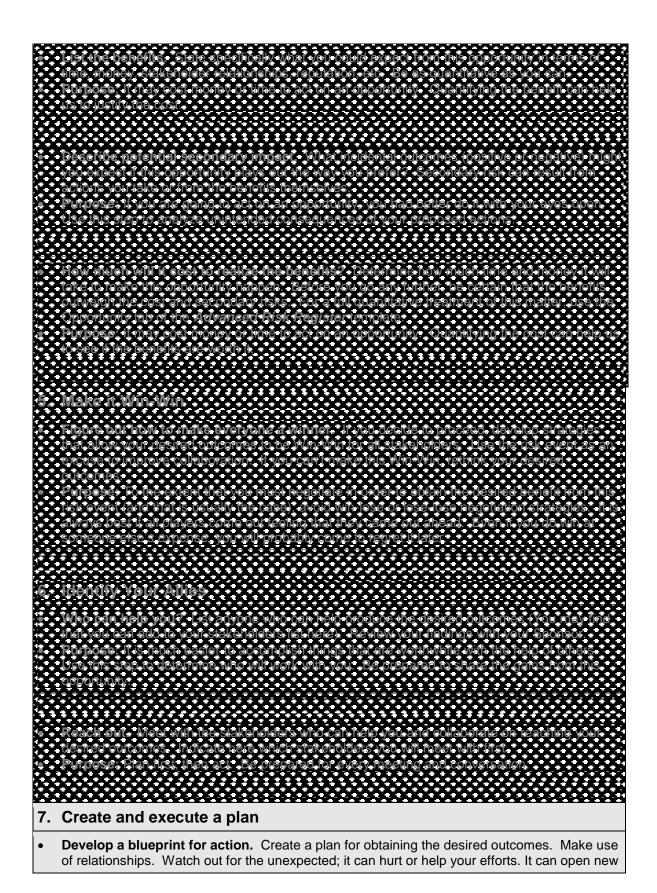


### 2. Create New Models



Purpose: This formal wording helps us to fully understand each opportunity

## **Discover Opportunity in Projects**



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possibilities.

- **Purpose:** Plan first, then act. Follow your plan. If your plan does not work out, be opportunistic and watch for ways to use what you are given.
- Make it so. Carry out the plan. What will you do first?
- **Purpose:** Get it done!

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