

# Solving Customer Related Problems - Froblem Solving and Decision-Making Techniques constantior

117 - Problem Solving and Decision-Making Techniques Page number 1 of 4 © Copyright Jeremy Francis 2016

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## Contents

**Problem Solving & Decision Making Techniques** Introduction 3 **Problem Analysis Innovative Problem Solving Skills Creating Innovative & Creative Ideas** Six Step Problem Solving Process 10 • **Using the STRIDE Process** 11 **Solving Customer Problems** 13 • **Decision Making** 15 Suggestions For USIN Different Personal Growth Methods SAMPLE 16

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## Problem Solving & Decision-Making Techniques

In this document you will find four problem solving processes and a decision-making process as fee ows:

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- Problem Analysis.
- Innovative Problem Solving.
- "STRIDE" problem solving process.
- Solving customer problems.
- Decision Analysis and Decision Making Process.

Use these techniques to solve problems and make decisions for the customer's and your own

organisation's benefit.

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## **Problem Analysis**

### **Problem Analysis Definition**

A Systematic Process for Finding the Cause of a Problem

### **Describe Problem**

Specify Problem

State Outcomes

What is the evidence of the problem?

What are the consequences of th problem

**IS NOT** 

### WHAT

What specific object(s) evidence the problem?

IS

### WHERE

Where is the problem observed (geographically)? Where is the problem evidenced on the object?

What similar object also evidence the problem but

Where else could the problem be observ at is not? Where could the problem be evidenced else on the object, but is not?

#### **WHEN**

When was the problem first observed (in clock/calendar time)? How many times has the pl been observed? Any pattern? How long has it e

When else could the problem have been first observed, but was not? How often could the problem have been observed, but was not? Any pattern? How long could it have existed but it has not?

### **EXTENT**

bjects have the problem? How

he size and nature of a efect? many defects are on each

/hat has been the trend?

How many objects could have the problem, but do not? What other size and nature could the defect be, but is not? How many defects could there be on each object? object, but are not? What other trends could have been expected but were not observed?

117 - Problem Solving and Decision-Making Techniques Page number 4 of 4 © Copyright Jeremy Francis 2016