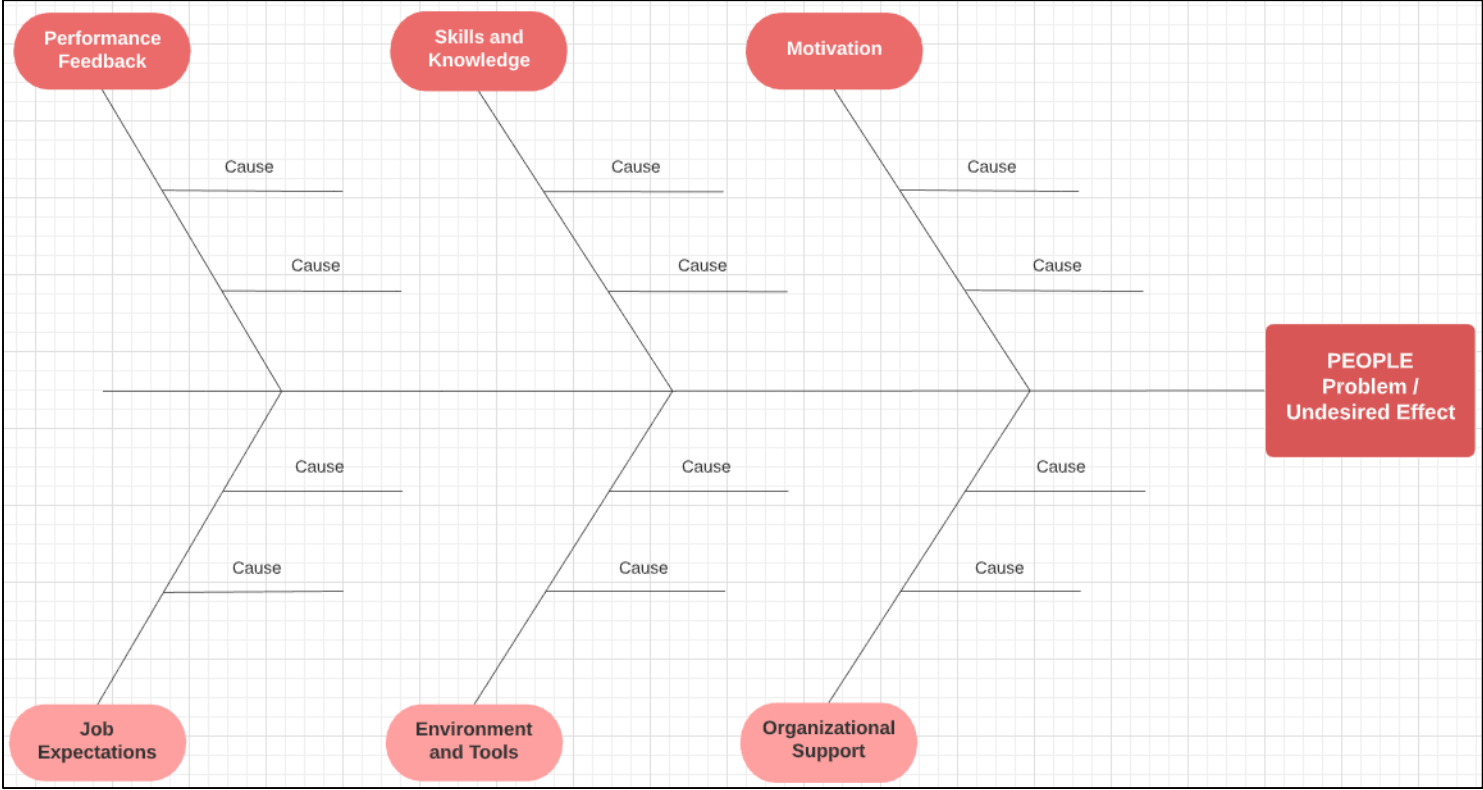
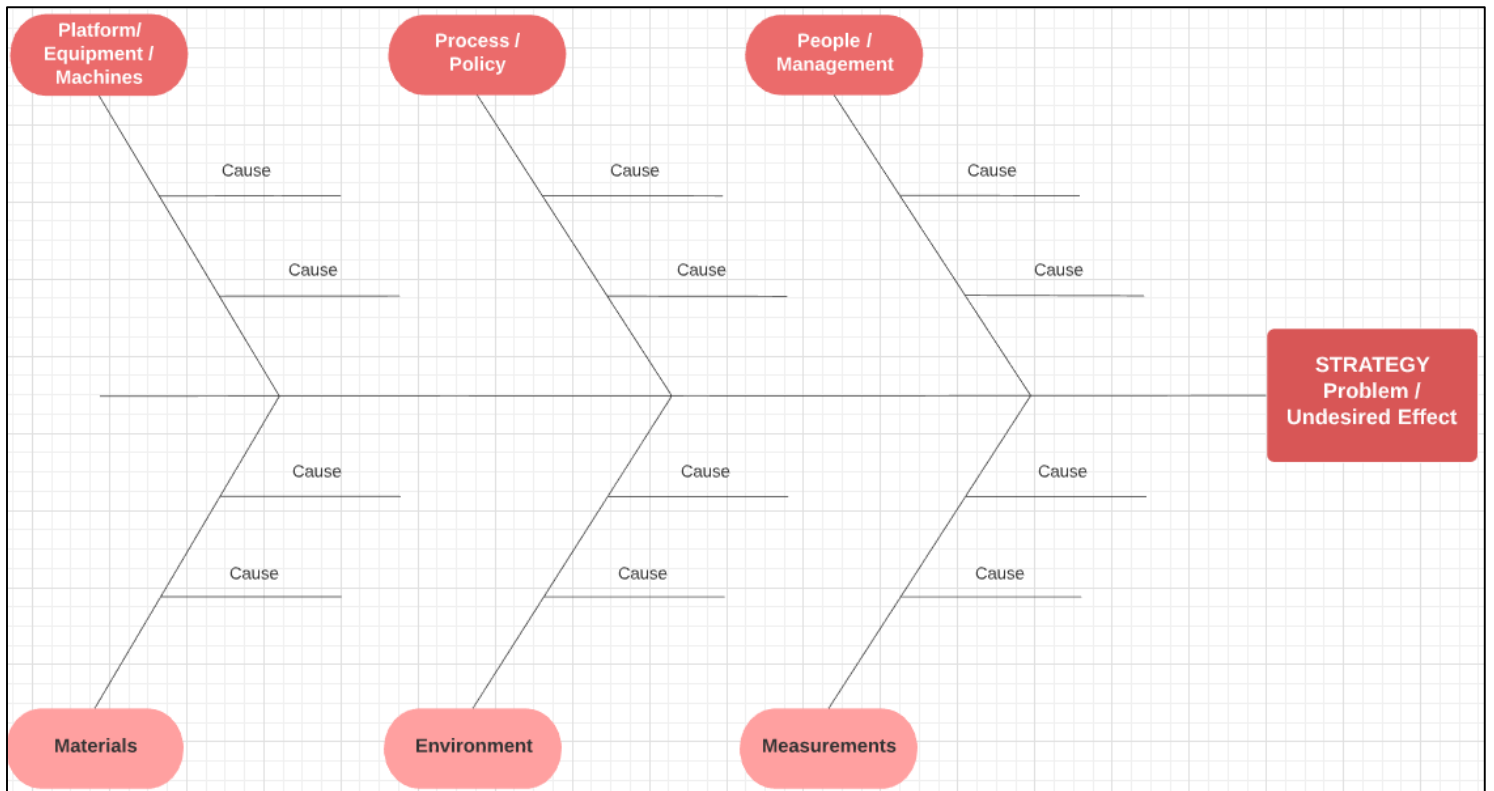


FISHBONE DIAGRAMS AND 5 WHYS QUESTIONS WITH WINNING RESULTS WORKSHEET

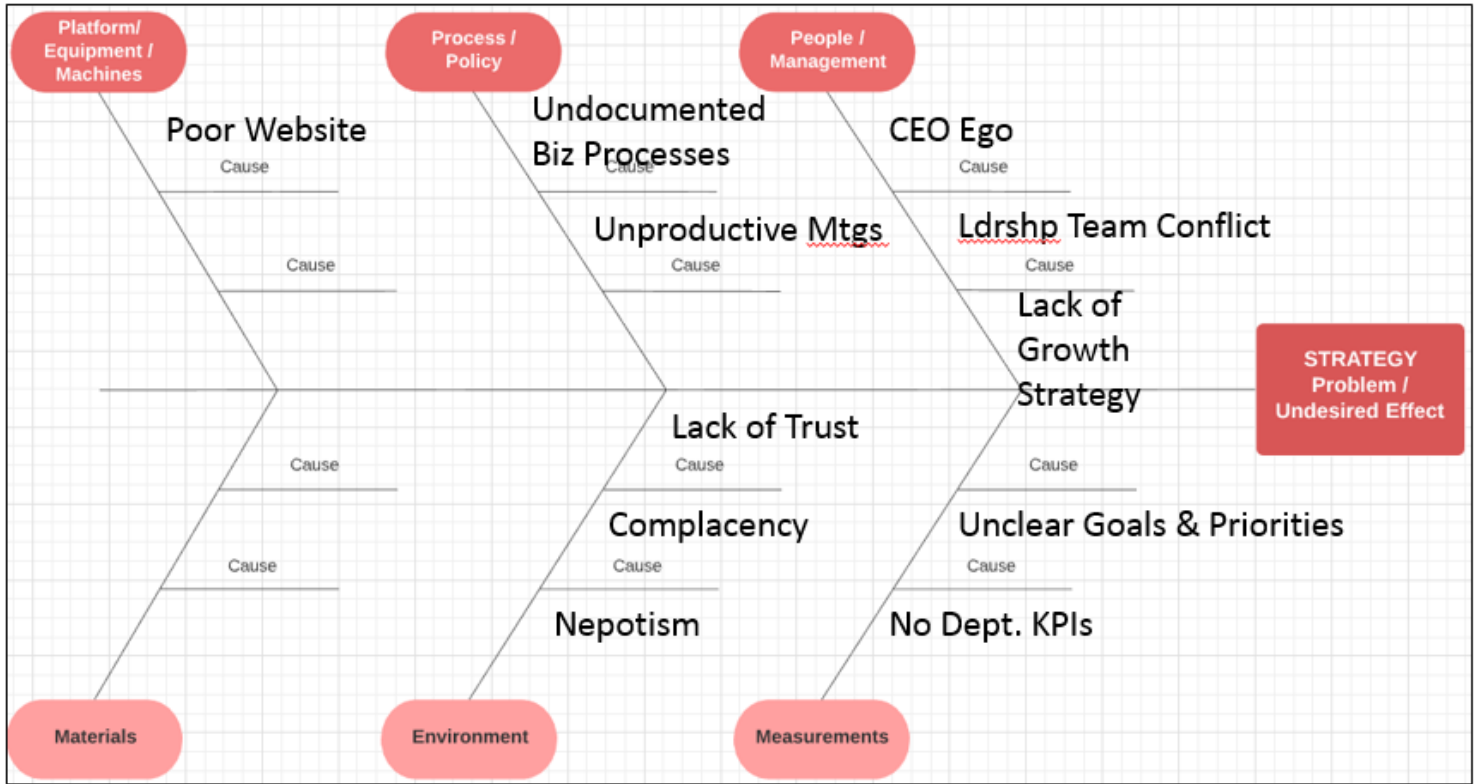
SAMPLE CATEGORIES OF PEOPLE PROBLEMS/EFFECTS



SAMPLE CATEGORIES OF STRATEGY PROBLEMS/EFFECTS



***** EXAMPLE PROBLEM WITH CAUSE CATEGORIES AND CAUSES *****



Initial Problem A:

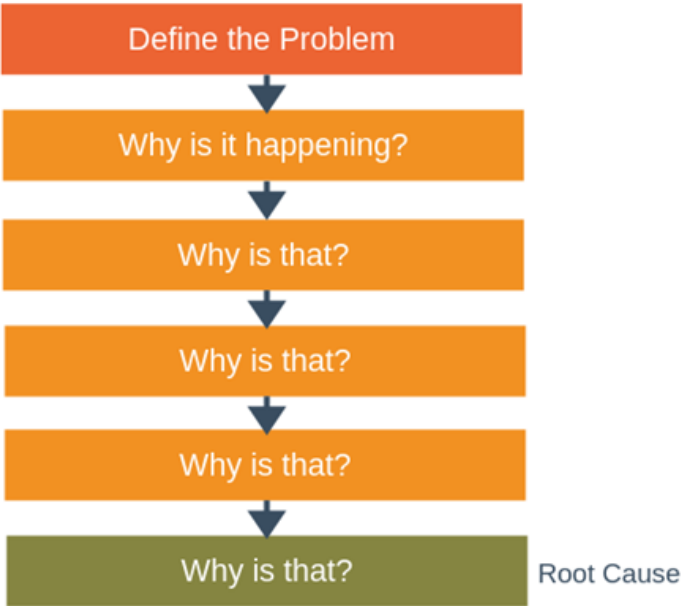
- *Unable to grow revenue.*

More Clearly Defined Problem B:

- *Lack of know-how and skillset to lead Team in achieving next level.*

ASKING THE 5 WHYS

Compare Fishbone 'Initial Problem A' with Your Growth Catalyst



Winning Results Worksheet



Positioning Your Future

How does your Team define **Winning**?

You can't celebrate if you don't know when you've won.
Winning is the only real path to sustainability.

(I) Growth Catalyst

The Focus Initiating Your Change

- ___ You want to stop something from happening
___ You want to have or achieve something

Which is **MORE** true?

(II) Assess Your Needs

Deal With The D.I.R.T.T.

What **MUST** you deal with this time to create the opportunity to win?

(III) Growth Quest

How We Are Pursuing Winning

Step 1: Perform Problem/Undesired Effect Root Cause Analysis

More clearly defined problem:

Step 2: Identify the first cause category linked to effect that should be further explored

Cause Category to explore:

(IV) Potential Corrective Actions

How We Can Avoid More of Problem

(V) Define What You'll Do Next to Drive Results