




Problem / Solution O-P-C Question Examples

PROBLEM	SOLUTION
 <ul style="list-style-type: none"> ✓ Why are you having difficulties? ✓ What is causing this ___? ✓ Tell me more about ___? ✓ What are the reasons for ___? 	<ul style="list-style-type: none"> ✓ What is your vision of the solution? ✓ What have you tried so far? ✓ What do you think it would take to solve?
 <ul style="list-style-type: none"> ✓ Have you ever experienced ___? ✓ Do you find ___? ✓ Is it difficult ___? 	<ul style="list-style-type: none"> ✓ Do you have the capability to ___? ✓ Should we look at ways to ___? ✓ Have you thought about ___?
 <ul style="list-style-type: none"> ✓ Let me see if I got this right ___? ✓ So, what I'm hearing is ___? ✓ Can I play this back to you? 	<ul style="list-style-type: none"> ✓ Would these capabilities enable you to address the Business Issue? ✓ Have we missed anything that addresses the Business Issue?