

How Might We (HMW) Statement

Team

Green Shapers

ACTION you want to achieve (e.g. verb), **SUBJECT** to be influenced or affected, so that... **WHAT** you would like to ideally achieve (outcome)?

1

Action

Redesign, encourage,
improve, solve,...

2

Subject

millennials, sales managers,
retired women, CEOs, ...

3

Outcome

frictionless, affordable, fun,
engaging, ...

Optimize
transportation to and
from Ski Resorts

People with
interests in
Winter
sports

Reduce overall
CO2 generated
by wintersport
events.

Example: HMW redesign the contraceptive buying experience for teenage girls to make it less stigmatising?