


## The Five Questions


What is your CHALLENGE?

- 1 What is the **TARGET CONDITION**?
  - 2 What is the **ACTUAL CONDITION** now?
- TURN CARD OVER** 
- 3 What **OBSTACLES** do you think are preventing you from reaching your target condition?  
Which **\*ONE\*** are you addressing now?
  - 4 What is your **NEXT STEP**?  
(Next experiment) What do you expect?
  - 5 How can we go and see what we **HAVE LEARNED** from taking that step?

*\*You'll often work on the same obstacle with several experiments.*

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Because you don't actually know what the result of a step will be.

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- 2 What did you **EXPECT**?
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