



#5 Issue Tree Solution

Haililah Tri Gandhiwati

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Problem Solving is the essence of consulting

Essence of a good consultant

Taking complex problems, analysing them and communicating findings so that clients want to take action

How???

- Understanding and articulating the client problem that the project will solve.
- Thinking creatively about innovative, value-adding way to solve the client problem
- Decomposing the problem into key issues to analyze and hypotheses to test




Reasoning

How to manage successfully a Consulting Project

How to Manage Consulting Projects Practical guide for Project Managers how to do fast and efficiently a consulting project

Managing a consulting project is quite challenging due to many reasons

- ✓ Hostile environment
- ✓ No industry knowledge
- ✓ Short deadlines
- ✓ Poor quality of data
- ✓ Team issues

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- ✓ Rules of Excel
 - ✓ Create Template
 - ✓ Create Modules
 - ✓ Create universal structure of folders
 - ✓ Tools



List of the most Important tools for consultant

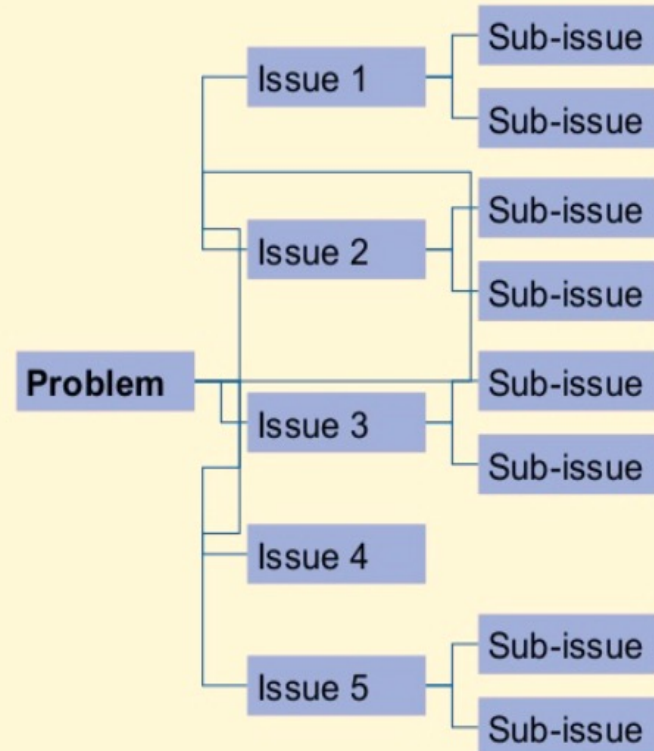
- ✓ Market Research
- ✓ Analyze
- ✓ Present
- ✓ Sales & Marketing
- ✓ Knowledge Management
- ✓ Team Management

What is an issue tree and why is it important?

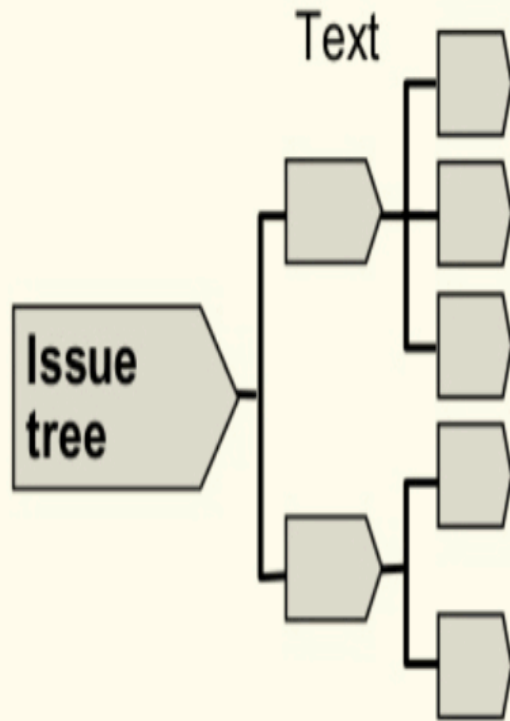
A problem solving tool that breaks a problem into discrete chunks

Why use logic trees?

- To break a problem into component parts
- To ensure integrity of the problem solving is maintained
- To build a common understanding within the team of the problem solving framework
- To help focus team efforts



The issue tree is a valuable tool to disaggregate a problem into core sub-questions that need to be addressed to answer the main question



Description

- Decomposes an issue into smaller sub-issues (**e.g., measures, criteria**)
- Sub-issues answer the question "What?" or "How?"

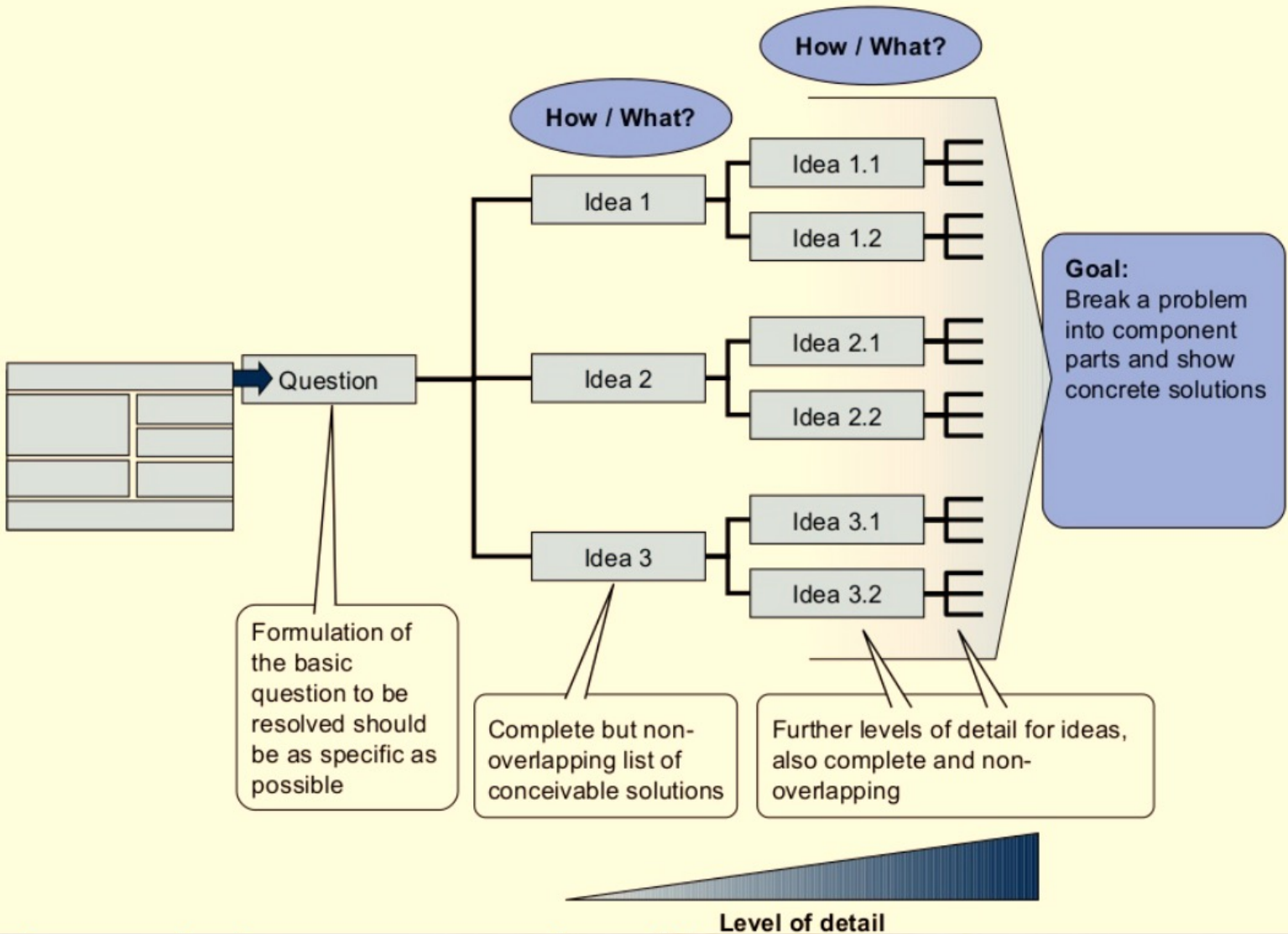
Why use it?

- Helps disaggregate problem into individual pieces
- Helps divide the work among team members

When to use it?

- Early in the problem solving process, when you know little about the problem

Basic Principle of the issue tree



Example Issue Tree Solution

How could you reduce your expenditure each month?

Buy fewer items

Food

Clothing

Entertainment

Travel

Pay less for same quantity of items

Buy lower-quality items

Buy items at discount/on sale

Share costs of items (e.g., split rent with roommate, car pool)





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