

DEVELOP IDEAS & GENERATE ACTIONS

PPC Pluses, Potentials and Concerns

WHAT
I SEE
MYSELF (US)
DOING
IS...

Select the ideas that you want to make happen. Blend your ideas into an IDEA PHRASE.

3 PLUSES → List at least three pluses or specific strengths of your idea phrase. What is good about your idea right now?

3 POTENTIALS → List at least three potentials, opportunities, spin-offs or possible future gains from your idea phrase. Use **"It might..."**

CONCERNS → List the concerns you may have about your idea. Phrase each concern as a question. Use **"How to..."**

OVERCOMING CONCERNS

12 IDEAS

For each concern generate at least 12 ideas to overcome the concern. Start with the most important concern first.

CONCERN
#1
"HOW TO..."

CONCERN
#2
"HOW TO..."

CONCERN
#3
"HOW TO..."

STRENGTHENING YOUR IDEA

Rewrite your concerns beginning with the phrase:
"IN ORDER TO..."

Select your best ideas to overcome your concerns and write them below the phrase:
"I WILL..."

EXAMPLE: "IN ORDER TO... (CONCERN), I WILL.... (TAKE THIS ACTION)."

PLAN FOR ACTION

GENERATE ACTIONS

WRITE ALL THE ACTIONS YOU NEED TO TAKE TO MAKE YOUR SOLUTION HAPPEN.

TIPS FOR GENERATING MORE ACTIONS:

- What might you do to make your solution easy to understand?
- What might you do to demonstrate the advantages of your solution?
- What might you do to gain acceptance of your solution?
- What special places or locations might you use to implement your solution?
- What are some places or locations to avoid?
- What special times might you use to implement your solution?
- What might be all of the things that might assist you when implementing your solution?
- What might be all of the things that might resist you when implementing your solution?
- What might be all the ways to overcome any resistance to your solution?
- What additional resources might help you to implement
- How might you pretest your solution?
- What first steps might you take to put your solution into action?

FORM A SPECIFIC PLAN OF ACTION

SELECT YOUR MOST IMPORTANT ACTIONS & PUT THEM IN THIS FORMAT:

- What is the specific action step that is going to take place?
- Who is going to do this action step?
- When will this action step be completed?
- Who will check to make sure it is done? Or, who do you need to support you to accomplish the action?

TIP: MAKE SURE ONE OF YOUR FIRST STEPS OR ACTIONS IS SOMETHING THAT CAN BE ACCOMPLISHED IN THE NEXT TWENTY-FOUR HOURS.

SAMPLE: ACTION TO BE DONE WHO? BY WHEN? REPORT TO?

Short Term

(start date to end date)

Intermediate Actions

(start date to end date)

Long-Term Actions

(start date to end date)

CPS PROCESS

The FourSight Model
Nielsen & Thurber (2010) based on the work of Puccio & Miller (2003)



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