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Created by:



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THE PROCONCLOUD TEMPLATE

STEP 2B: "THEIR" DECISION CONFLICT

CHECK: Are each of the PROS & CONS really unique, important and not exaggerated?

"THEIR" GOAL 😊	
<i>What is THEIR GOAL which "THEY" DESIRE most?</i>	
PROS (+) OF CHANGE 🏆	PROS (+) OF NO CHANGE 🌈
<i>What are the unique PROS or POSITIVES of the CHANGE?</i>	<i>What are the unique PROS or POSITIVES of NO CHANGE?</i>
CHANGE (SOLUTION)	Vs. NO CHANGE (CAUSE)
<i>What ACTION/DECISION could have prevented your problem?</i>	<i>What past ACTION/DECISION do you believe caused your problem?</i>
CONS (-) OF CHANGE 😞	CONS (-) OF NO CHANGE 🌧️
<i>What are the unique CONS or NEGATIVES of CHANGE?</i>	<i>What are the unique CONS or NEGATIVES of NO CHANGE?</i>
"THEIR" THREAT 😞	
<i>What is the THREAT to THEIR GOAL they FEAR most?</i>	

STEP 1 - MY PROBLEM

CHECK: Is this problem important enough?

SYSTEM IMPACT
<i>Why is this problem bad/important to OTHERS/OUR SYSTEM?</i>
LOCAL IMPACT
<i>Why this problem bad/important to YOU/YOUR PART?</i>
MY/OUR PROBLEM
<i>What problem are YOU facing that hangs over you like a dark cloud?</i>

STEP 2A – MY DECISION CONFLICT

CHECK: Are each of the PROS & CONS really unique, important and not exaggerated?

MY/OUR GOAL 😊	
<i>What is YOUR GOAL that you DESIRE most?</i>	
PROS (+) OF CHANGE 🏆	PROS (+) OF NO CHANGE 🌈
<i>What are the unique PROS or POSITIVES of the CHANGE?</i>	<i>What are the unique PROS or POSITIVES of NO CHANGE?</i>
CHANGE (SOLUTION)	Vs NO CHANGE
<i>What CHANGE do you need to make to solve your problem?</i>	<i>What can you do instead that's in conflict with this CHANGE (do nothing/something else)?</i>
CONS (-) OF CHANGE 😞	CONS (-) OF NO CHANGE 🌧️
<i>What are the unique CONS or NEGATIVES of CHANGE?</i>	<i>What are the unique CONS or NEGATIVES of NO CHANGE?</i>
MY/OUR THREAT 😞	
<i>What is the THREAT to your GOAL that you FEAR most?</i>	

THE PROCONCLOUD TEMPLATE

STEP 3: RESOLVING MY/OUR CONFLICT WITH 1 OF 4 WIN:WIN OPTIONS

SIMPLE METHOD

STEP 3.1: OPTION 1 (CHANGE ++)

PROS (+) OF CHANGE 🏆	PROS (+) OF NO CHANGE 🎨
What are the unique PROS of CHANGE?	What are the unique PROS of NO CHANGE?
CHANGE ++	
What can you ADD to CHANGE to: 1 st Plus: Ensure you don't have to give up + OF NC? 2 nd Plus: Ensure you don't get – of C?	
CONS (-) OF CHANGE 😞	
What are the unique CONS of CHANGE?	

STEP 3.2: OPTION 2 (NO CHANGE ++)

PROS (+) OF CHANGE 🏆	PROS (+) OF NO CHANGE 🎨
What are the unique PROS of the CHANGE?	What are the unique PROS of NO CHANGE?
	NO CHANGE ++
	What can you ADD to NOT CHANGE/OTHER to: 1 st +: Ensure you don't have to give up + OF C? 2 nd +: Ensure you get rid of – of NC/OC?
	CONS (-) OF NO CHANGE 🎨
	What are the unique CONS NO CHANGE?

ADVANCED METHOD

ASSUMPTION	INJECTION	HOW TO
1 st 'WHY NOT?': CHANGE will result in losing MERMAID when/if...	1 st WHY YES: CHANGE will NOT result in losing MERMAID when/if	1 st Plus: How best to achieve this?
2 nd 'WHY NOT?': CHANGE will result in CRUTCHES when/if...	1 st WHY YES: CHANGE will NOT result in CRUTCHES when/if	2 nd Plus: How best to achieve this?

ASSUMPTION	INJECTION	HOW TO
1 st 'WHY NOT?': NO CHANGE can't achieve POT OF GOLD when/if...	1 st WHY YES: NO CHANGE can achieve POT OF GOLD when/if...	1 st Plus: How best to achieve this?
2 nd 'WHY NOT?': NO CHANGE can't get rid of ALLIGATORS when/if...	1 st WHY YES: NO CHANGE can get rid of ALLIGATORS when/if...	2 nd Plus: How best to achieve this?

THE PROCONCLOUD TEMPLATE

STEP 3: RESOLVING MY CONFLICT WITH 1 OF 4 WIN:WIN OPTIONS

SIMPLE METHOD

STEP 3.3: OPTION 3 (WHEN+WHEN NOT)

PROS (+) OF CHANGE 🏆	PROS (+) OF NO CHANGE 🌈
<i>What are the unique PROS of CHANGE?</i>	<i>What are the unique PROS of NO CHANGE?</i>
WHEN TO CHANGE + WHEN NOT TO CHANGE	
<i>When or under what condition should you CHANGE? As soon as...</i>	
<i>When or under what condition should you NOT CHANGE? As long as....</i>	
CONS (-) OF CHANGE 😞	CONS (-) OF NO CHANGE 🌍
<i>What are the unique CONS of CHANGE?</i>	<i>What are the unique CONS NO CHANGE?</i>

STEP 3.4: OPTION 4 (ANOTHER CHANGE)

PROS (+) OF CHANGE 🏆	PROS (+) OF NO CHANGE 🌈
<i>What are the unique PROS of the CHANGE?</i>	<i>What are the unique PROS of NO CHANGE?</i>
ANOTHER CHANGE	
<i>What OTHER CHANGE can achieve more of the PROS and less of the CONS?</i>	
CONS (-) OF CHANGE 😞	CONS (-) OF NO CHANGE 🌍
<i>What are the unique CONS of CHANGE?</i>	<i>What are the unique CONS NO CHANGE?</i>

ADVANCED METHOD

ASSUMPTION	INJECTION	HOW TO
<i>'WHY NOT?': CHANGE is in conflict with NO CHANGE when/if...</i>	<i>'WHY YES?': CHANGE is in NOT conflict with NO CHANGE when/if...</i>	Plus: How best to achieve this? As long as ...[condition] ...DO NOT CHANGE As soon as ...[condition] ...CHANGE

ASSUMPTION	INJECTION	HOW TO
<i>'WHY NOT?': There is no other change that can give more PROS and less CONS...</i>	<i>'WHY YES?': There is another change that can give more PROS and less CONS...</i>	Plus: How best to achieve this?

THE PROCONCLOUD TEMPLATE

STEP 3: SUMMARY OF BEST OPTION TO EVAPORATE MY/OUR DARK CLOUD

MY/OUR DECISION: THE BEST OPTION (ONE WITH THE MOST **PROS** AND LEAST **CONS**) IS: _____

SUMMARY OF MY SELECTED OPTION _____

OBJECTIVES OF NEW WIN:WIN OPTION (STRATEGY)

OPPORTUNITY TO GAIN AND RETAIN...

PROS OF CHANGE (POT OF GOLD):

AND PROS OF NO CHANGE (MERMAID):

WITHOUT RISK OF GAINING OR RETAINING...

PROS OF CHANGE (CRUTCHES):

AND/OR CONS OF NO CHANGE (ALLIGATOR):

"HOW TO" DETAILS OF NEW WIN:WIN OPTION (TACTIC)

SELECTED OPTION:

THE PROCONCLOUD TEMPLATE

STEP 4: MY/OUR “YES-AND” PLAN

Stakeholder	Win:win Insufficiency YES-BUTS (1) of Selected Option	How to achieve Sufficiency YES-ANDS
<i>WHO raised/would raise this 1st YES-BUT?</i>	<i>1st YES-BUTS...The selected Option <u>WILL NOT</u> be a win:win for all stakeholders as long as...</i>	<i>YES-AND...For the selected Option to be a win:win for all stakeholders we need to add ...</i>
Stakeholder	Predicted Negative YES-BUTS (2) of Selected Option	How to prevent Negatives YES-ANDS
<i>WHO raised/would raise this 2nd YES-BUT?</i>	<i>2nd YES-BUTS...The selected Option <u>WILL</u> have the following NEGATIVES for one or more stakeholder ...</i>	<i>2nd YES-ANDS...To prevent/reduce these PREDICTED NEGATIVES... we need to add...</i>
Stakeholder	Implementation Obstacle YES-BUTS (1) of Selected Option	How to overcome Obstacles YES-ANDS
<i>WHO raised/would raise this 3rd YES-BUT?</i>	<i>3rd YES-BUTS...The selected Option <u>WILL</u> face the following IMPLEMENTATION OBSTACLES...</i>	<i>3rd YES-ANDS...To overcome these IMPLEMENTATION OBSTACLES we need to add...</i>

THE PROCONCLOUD TEMPLATE

STEP 5: MY/OUR EXPERIMENT DESIGN TO LEARN FROM EXPERIENCE

SUMMARY OF MY SELECTED OPTION _____

1st WHY? – WHY IS A CHANGE NEEDED (NECESSITY ASSUMPTIONS)?
<i>MY PROBLEM AND WHY ITS IMPORTANT TO ME AND OTHERS/OUR SYSTEM...</i>
WHAT FOR? – WHAT IS THE OBJECTIVES OF NEW WIN:WIN (STRATEGY)?
<i>OPPORTUNITY TO GAIN AND RETAIN... PROS OR + CHANGE (POT OF GOLD): AND PROS OR + OF NO CHANGE (MERMAID): WITHOUT RISK OF GAINING OR RETAINING... CONS OR - OF CHANGE (CRUTCHES): AND/OR CONS OR – OF NO CHANGE (ALLIGATOR):</i>
2nd WHY – WHY IS THE NEW CHANGE VIABLE (VIABILITY ASSUMPTIONS)?
<i>CONFLICT ASSUMPTIONS CHALLENGED FOR SELECTED OPTION TO BE VIABLE INSUFFICIENCY AND PREDICTED NEGATIVE YES-BUTS CHALLENGED...</i>
HOW TO – WHAT ARE THE DETAILS OF THE NEW WIN:WIN OPTION (TACTIC)?
<i>SELECTION OPTION : AND YES-AND ADDITIONS TO REALLY MAKE IT WIN:WIN WITH NO MAJOR NEW NEGATIVES FOR ANY STAKEHOLDER</i>
3rd WHY – WHY WILL THE NEW OPTION NOT HAPPEN BY ITSELF (INSUFFICIENCY ASSUMPTIONS)?
<i>IMPLEMENTATION OBSTACLE YES-BUTS AND "YES-AND PLAN" TO OVERCOME THESE</i>

DOWNLOAD THE HARMONY DECISION MAKER APP TODAY

If you found the ProConCloud process valuable, why not download the HARMONY DECISION MAKER APP from your favorite App Store. It will guide you through all 5 steps, give you access to a tutorial, allow you to share your analysis privately or publicly, and also allow you to learn from others by viewing their ProConClouds in the Community Library...

The Mountain Climbing Story is useful when completing the ProConCloud (PCC) template as it shows the 4 types of assumptions switches that are made when deciding to CHANGE vs. NOT CHANGE.

MY GOAL	
To be wealthy and happy	
PROS	
PROS OF CHANGE	PROS OF NO CHANGE
Pros of Gold or Potatoes or Changing for any of them	Minerals or Potatoes for use of them
DECISION CONFLICT	
CHANGE	NOT CHANGE
Climb the high mountain?	Do Not Climb the high mountain
CONS	
CONS OF CHANGE	CONS OF NO CHANGE
Costs too high or Negative of Changing for any of them	Algebra or Negatives of Not Climbing for any of them
MY THREAT	
To be unhealthy and/or unhappy	

Should I climb or not?

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