

The Structured Thinking Framework

DAILY PRACTICES FOR CONSULTANTS · ANALYSTS · PROJECT MANAGERS

Clarity. Thinking. Execution.

01

Define the Real Problem

Resist solving. First investigate. Ask 'What makes this a problem?' at least 3 times.

02

Map Your Stakeholders

Identify Decision-makers, Influencers, Affected parties & Blockers — each needs a different approach.

03

Separate Facts from Assumptions

List what you know with certainty vs. what you're assuming. Never treat assumptions as facts.

04

Clarify Stakeholder Success

Ask each stakeholder: What do you want? What do you fear? What does success look like to you?

05

Convert Vague to Testable

Transform fuzzy requirements into concrete, measurable statements before any work begins.

06

Name the Ambiguity

Don't pretend it isn't there. Map what's unclear, assign risk levels, and create validation steps.

07

Define Success in Numbers

'Better' is not a metric. Set measurable success criteria agreed by all parties upfront.

08

Generate 3 Solution Options

One conservative, one aggressive, one unconventional. Never go with the first idea.

09

Evaluate Against Context

Test each option: Feasibility · Fit · Risk · Speed. The best idea on paper isn't always the right one.

10

Find the Early Win

Every solution has a quick win embedded in it. Surface it early — momentum changes everything.

!

The Golden Rule:

If you cannot write the problem in one sentence without using the word "solution" — stop. Clarity must come first.