

WEEK 5 - IC2 Class - Problem Solving and Providing Solutions

In business, providing solutions is an important skill that is necessary to overcome problems, issues, or situations on a daily basis. Today, we will study how to effectively communicate your ideas whenever you have a situation in your job, work situation, or project.

Part 1: “Explaining the Situation”

START:

Let me explain the situation.

EXPLAIN DETAILS:

1. For starters, ...
2. In addition, ...
3. Furthermore,...

Give ROOT CAUSE:

4. In my opinion, the root cause of all of this is/was...

Give OUTCOME:

5. As a result, ...

Part 2: “Providing a solution to the problem” phrases

1. The way I see it, we have three options...
2. From my viewpoint, we can do one of three things, ...
3. My take is we have three possible solutions.

Part 3: “Providing options” Phrases

1. We can...
2. We need to...
3. We have to...

Problem: Sales of your product is low in Japan

Example Simulation Speaking Technique (Script):

Let me explain the situation.

For starters, the sales of our products is not increasing in Japan. **In addition**, our stock of products is not moving. **Furthermore**, many Japanese customers are not aware of our new products. **In my opinion, the root cause of all of this is** we don't have enough advertising in Japan to promote our products. **As a result**, the sales of our products is being affected.

Q: What are our options? Any solutions to this situation?

Solution Pattern A:

The way I see it, we have three options. **A**, we can increase our advertising in Japan by selling our products more in electronic stores. **B**, we can pay more money and put advertisements in electronic magazines. **Or C**, we can focus more on newspaper advertisements for the next six months. **Those are the three options that I see we have at the moment.**

Solution Pattern B:

From my viewpoint, we can do one of three things. **ONE**, we need to increase our advertising in Japan by selling our products more in electronic stores. **TWO**, we need to pay more money and put advertisements in electronic magazines. **Or THREE**, we need to focus more on newspaper advertisements for the next six months. **Those are the three possible options that I see we have at the moment.**

Solution Pattern C:

My take is, we have three possible solutions. **A**, we can increase our advertising in Japan by selling our products more in electronic stores. **B**, we need to pay more money and put advertisements in electronic magazines. **Or C**, we can focus more on newspaper advertisements for the next six months. **Those are the three possible solutions that I see we have at the moment.**

Homework:

Directions:

1. Think of a situation, issue, or problem in your job, work situation, or project.
2. Then, **write down your script** to:
 - A. Explain your situation
 - B. Provide three options or three solutions to the situation
3. Good luck!