THE THREE
OUTCOMES

POWERPLAYS™

BF

THE THREE OUTCOMES
PLANNING FOR UNCERTAINTY TO BE READY FOR ANYTHING

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1. UNDERSTAND THE SITUATION
Describe the current situation or plan. Ask, "How might this situation differ from the past one?"

2. IDENTIFY TRIGGERS WITHIN YOUR PLAN
A Trigger is an action that can lead to multiple consequences or outcomes. Clarify your decision-making by working with the team to identify the Trigger(s) within your plan—what each is, when it will happen, and the potential outcomes that will result.

TRIGGER(S)	
1	
2	
3	
4	
5	

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3. EXPLORE MORE THAN ONE OUTCOME
Use the Outcome Map below to identify at least three possible scenarios. The team will often find more than these, which increases its adaptability performance.

4. PREPARE COURSES OF ACTION
Review each scenario and ask, "What are my next steps for that scenario?" Is there anything that could be done now to prepare for or minimize risk? Can anything be done now to speed up your response should a given scenario occur?"

TRIGGER #_____

OPTIMISTIC

OUTCOME

COURSES OF ACTION

PESSIMISTIC

OUTCOME

COURSES OF ACTION

REALISTIC

OUTCOME

COURSES OF ACTION