



# Document Outcomes

The documentation of the main outcomes of this phase gives us a keener perception of the work that lies ahead of us. What key insights can be drawn from the individual stages?

## Stage 1 **Establish a basis for dialog**

What guiding questions structured the interviews?

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## Stage 2 **Go out and meet people**

Who did you meet for the interview? What was particularly impressive?

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## Stage 3 **Formulate insights**

What key needs and barriers were identified?

What misconceptions have we fallen prey to?

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## Stage 4 **Narrow down potential**

What key potential has been identified?

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## Stage 5 **Define areas of potential**

What recommendations were made?

What immediate measures have been/are being taken?

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