



## Discovering the Carrot Effect: The Art of Successful Problem Solving (Paperback)

By Lee Gruner

Trafford Publishing, Canada, 2006. Paperback. Book Condition: New. 221 x 145 mm. Language: English . Brand New Book \*\*\*\*\* Print on Demand \*\*\*\*\*.The author spends much of her time facilitating teams that need help solving complex problems. She has found time and time again that everyone thinks that they know what the problem is, but experience working with a wide variety of people shows clearly that most of them are fixed on a single solution, rather than the problem. In general, they haven't worked out what the real problem is, let alone explored a range of options that will lead to the best solution. After yet another session with a group of professionals from diverse disciplines, all with their own particular solutions, Lee Gruner decided that she needed to write about the mechanisms she had developed to define the problem and reach consensus on a range of solutions that would provide the best outcome. This amusing book is about a problem in the Happy Valley rabbit community that relates particularly to Rominy Rabbit, a short sighted rabbit, who cannot eat carrots and who has no perspective. Rominy can identify only his solution, never the underlying problem. Due to the impact...



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