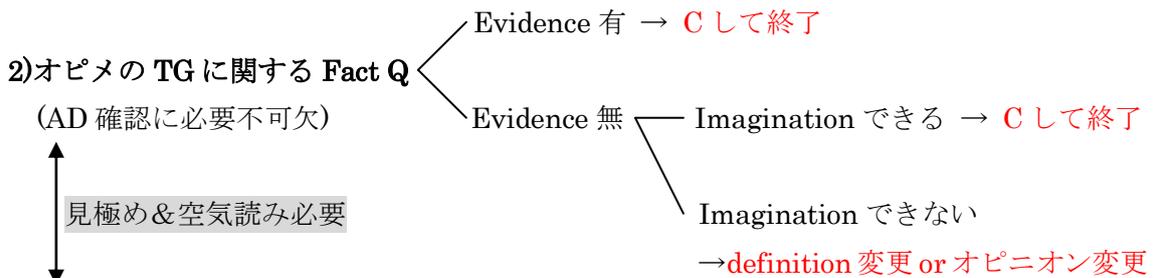
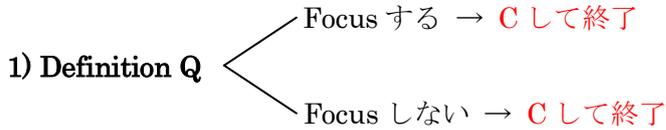


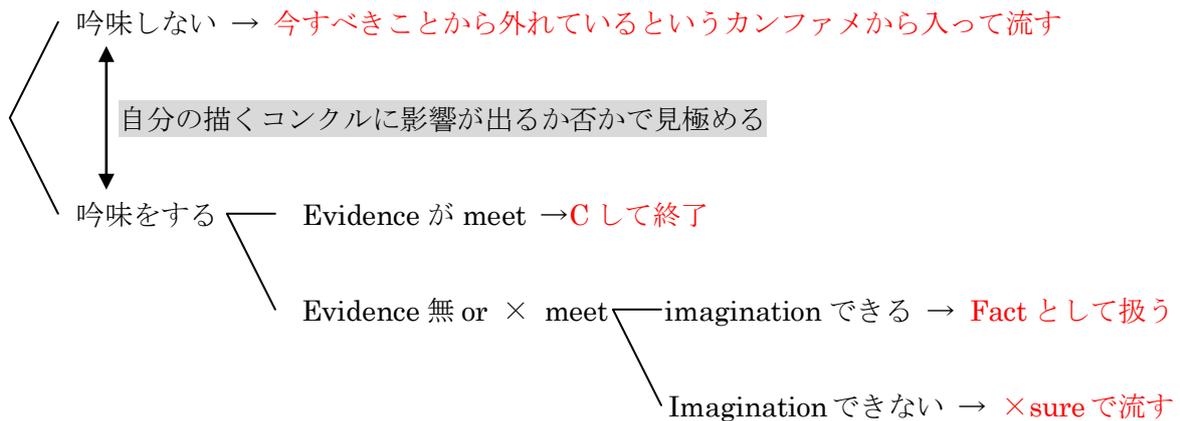
・ASQ のハンドリング(Definition&Fact 編)

1) 概要

・ Case によって 9 種類の goal を想定



3) オピメの TG に関しない Fact Q
(AD 確認に必ずしも必要ではない)



2) プレゼン

・ 人が喋りだしたら適当なところで割って入って

I'm sorry for interrupting you, but in order to understand your idea well, may I ask you what you want to say now?

① **definition** について聞いていそうな場合

Now do you want to ask about opinion maker's definition concerning~, right?

→No(Fact 編へ)

→Yes

～ここで必要ならば相手の Q の内容のカンファメをしてから～

Then, opinion maker, do you care about this point? (この Q をする時点である程度流すか evidence があっても doubt かけて not sure に持ち込むという方向性で)

1) **Care** する場合

Then, which is your definition of TG?

→カンファメして終了

2) **Care** しない場合

Then, about this point no matter what(will, kind of~, age...) happen, if we can confirm the existence of ~, you include all of situation as the TG in this opinion, right?

Then thanks to this talking we can confirm no matter what will they have, it will be TG in this opinion, is it OK for you?(Q した人に対して。次にみんなに対して)

Then about this talking, do you have any other questions?

Then thanks to this talking we can make clear definition deeply.

If you don't have any questions, why not go to next step, opinion maker please proceed.

→カンファメして終了

② **Fact** について聞いていそうな場合

Now do you want to confirm fact, right?

→No(definition 編へ)

→Yes

～ここで必要ならば相手の Q の内容のカンファメをしてから～

Then, opinion maker, do you care about this point to construct your opinion?

1) オピメが **Care** する場合

Then about this point, opinion maker do you have any information?

① オピメが **Evidence** もっている場合

Then, could you show your evidence to understand about it well.

→カンファメして終了

②オピメが **Evidence** もっていない場合

Then, Mr.～ (Q した人) do you have any information?

a) 質問者が **Evidence** を持っている場合

Then, could you show your information to understand your idea well?

→カンファメして終了

b) 質問者が **Evidence** を持っていない場合

Then, everyone do you have any information to refer it?

If you have information please show it(ここで持っていれば結論カンファメして終了)

However if you don't have any information, let me confirm way to conclude this talking.

Is it OK for everyone?

OK, now we are talking about fact concerning～.

However unfortunately no one has information to prove it. So far is it OK?

ここからは空気しだいで・・・

Now there are 2ways to conclude this talking.

1st way is to skip this talking, I mean to conclude the fact concerning～ as not sure now, and if later it's better for us to confirm it, why not confirm again on that moment.

2nd way is to confirm this talking by imagination, I mean to conclude we confirm the fact concerning～ by imagination instead of evidence. So far is it Ok for everyone?

< Way to proceed >

・ **Condition・・・no information to prove**

① **conclude not sure(skip now, talk later)**

② **confirm existence by imagination now**

And to choose one way with everyone's satisfaction, may I ask you some questions?

If everyone has deferent imagination, do you think we can conclude this talking now?

↓おそらく No と答えるので

Ok, then and do you think everyone's knowledge or imagination is always correct without information?

↓恐らく No と答えるので

And then, if everyone's knowledge or imagination is not correct, do you think we can get proper or correct conclusion?

↓No と答える

Then let me summarize this talking. Now we are trying to choose one way to go to next step, and as for the 2nd one there is the possibility that we will take much time and get

wrong conclusion, so far everyone is it OK?

Then I have suggestion. Why not choose 1st way, it means that to conclude this talking as not sure now, and why not talk later.

This is because if we choose 1st way we can avoid taking so much time to conclude this talking and getting wrong conclusion, as we confirmed before.

And even if now we suspend this talking (it means that to answer this question later), the room we will talk again is guaranteed, so I suggest 1st way.

Firstly could you catch what I said to you, and do you agree with me?

2) オピメが care しない場合

※かつ自分が採りたくないコンセもしくは発言者のしようとしてることがうざい場合

OK then, thanks to opinion maker's answer, when we talk about this opinion, we don't have to talk about this point, so far is it OK for you, everyone?

ここの前に QC でオピニオンメーカーの

I'm so sorry but, in order to understand your idea well and to respect it, may I ask you?

Do you have any special reason to talk about this point now? If you feel merits to talk about it now, could you explain the reason why it's better for us to talk now?

①ここで説明に詰まったら

Then, if it's difficult for you to explain reason, why not talk later, when everyone think it's better for us to confirm it, because if everyone think so, your idea will be more acceptable and easy to understand, is it OK for you?

→カンファメして終了

② Solution と DA に必要

May I confirm your idea, in your mind it's better for us to talk this point, because you think this talk will be used in solution (DA) area, right?

Then in order to understand your idea well, may I ask you some questions?

Do you think we will definitely (always) go to solution (DA) area within the limit of time?

↓ No

Then if we don't go to solution (DA) do you think it's better for us to talk this point now?

↓ Yes

And lastly do you think we can't talk about this point, when we go to solution (DA) area?

↓ No

Ok, then let me summarize this talking. Now we are talking about fact concerning～.

And about this point opinion maker doesn't care when we talk about this opinion, but he/she thinks this talking is important to talk solution (DA), so he/she tries to confirm it now, so far everyone is it OK for you?

And then to conclude this talking, let me show the ways.

I think there are 2ways to proceed.

< Way to conclude >

- ① Confirm fact now
- ② Talk later(conclude this point as not sure)

※ Way を示すときは自分の方を②、相手のほうを①にして相手の意見を尊重してま
すよ～ってのを出したほうがいいかも。

So far everyone is it OK for you?

Then I suggest 2nd way, I mean why not confirm this point later.

This is because as we confirmed before, now we are not sure whether we really can go to solution (DA) area or not, but on the contrary if we follow his/her idea this talking is needed to talk solution (DA) area.

So if we talk this point solution (DA), we can understand his/her much better than now we talk, because we can understand the linkage between this talking and the purpose of area. So I recommend you the 2nd way.

So far everyone could you catch what I said to you?

Then do you agree with me?

③ SQ の把握に必要だから

Let me check my understanding to avoid confusion.

You think it's better for us to confirm this talking even if opinion maker doesn't care this point to construct his/her opinion, because we need to analyze what SQ is, so far right?

Then in order to understand your idea well, may I ask you some questions?

Firstly I want ask you the meaning of SQ. About this point I hit on 2kinds of SQ.

1st one is SQ which opinion maker focus on.

2nd one is SQ which opinion maker × focus on.

<What is SQ ? >

1. SQ which opinion maker focus on
2. SQ which opinion maker × focus on

Firstly could you catch the differences between 1st one and 2nd one?

Then I want to ask you. Which do you think we need to confirm?

① 1だと答える

Then may I ask you one more question about what you try to confirm?

Does your question is about 1st one?

↓ No と答える

Then let me summarize this talking.

Now we are trying to confirm his/her idea.

And thanks to his/her explanation we can confirm the task of ASQ.

And that is to confirm only SQ which opinion maker focus on, about this point everyone is it OK?

And in addition to this point, we can confirm his question is concerning the SQ which opinion maker doesn't care, so far is it OK for you?

Then, I have suggestion why not talk about this point later if it's better for us to talk.

This is because thanks to your explanation we could confirm the purpose of ASQ and intention of your question, and judging from these 2points, it's not better for us to confirm this point ASQ side.

So I suggest it's better for us to skip this talking now, and why not talk this point when we think it's better for us to confirm it.

Firstly could you catch what I said to you? And do you agree with me?

※ ここで仮にとられてもよさげな CONSE ならば、オピメが care するケースと同じようにハンドリング

・ ASQ のハンドリング(Evidence のトリート編)

1) 概要

- ・ contents of evidence のカンファメ

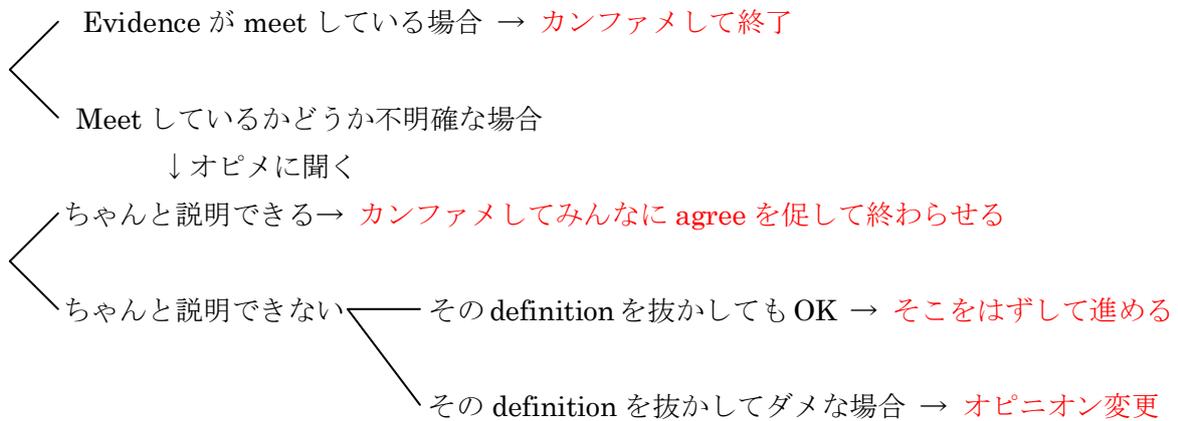
(この際 definition の order に沿ってカンファメすると両チャートが用意に比較できるので見やすい!!)



- ・ Purpose of evidence のカンファメ



- ・ 一つ一つ確認



2) プレゼン

OK Then let me confirm the contents of evidence.

Thanks to evidence we can confirm ~ points.

1st one is ~, 2nd one is ~, so far is my understanding right? (オピメに振る)

Then everyone is it OK for you?

< Contents of evidence >

1. ○○○
2. ×××

Then let me confirm the purpose of evidence.

And purpose of evidence is to confirm the existence of problem, so far is it right?

Then, to confirm this point, let me summarize the points of problem.

<Problem>

1. ○○○
2. ×××
3. △△△

The points of problem are like this, so far everyone is it OK for you?

If we can confirm all of them, we can confirm the existence of problem, so why not move on to next step, but if it seems to be difficult to confirm one of them, it's difficult for us to confirm the existence of problem, so why not find out the way to achieve it, is it OK for everyone?

Then, why not confirm one by one.

↓

Then thanks to information which you showed it's clear about 1st point and 2nd point, so could you explain about 3rd point? Does this evidence explain about 3rd point?

1) 説明していると答える

Then, could you explain about it?

↓説明が納得できそうなものならば

Thanks to your explanation we can confirm it, and I think it's clear.

Everyone is it OK for you?

→カンファメして終了

2) 説明してない or 上で不十分な場合かつ誰も evidence もってない場合

Then to proceed discussion, may I ask you some questions?

Does your opinion can meet AD even if we change the definition?

① Yes の場合

OK the let me summarize this talking.

Now we are trying to confirm the existence of problem.

However no one has information to prove it, so far is it OK?

But opinion maker think even if we change the definition, we can construct his opinion, so far OK?

現状に対する理解を共有してから方向性(Way)は示す！

OK, then to proceed discussion **let me show the way to go to next step.**

この方が **suggestion!**ってカンジじゃなくて良い

I think now there are 2 ways to proceed this area.

< Way to proceed >

1. Change definition
2. Change opinion

1st way is to change definition so that we can confirm the existence of problem.

2nd way is to change opinion and discuss **from the beginning** with another opinion because we can't confirm the existence of problem.

So far is it OK for you?

In order to choose one way, I want to ask opinion maker.

Which way do you think we can get conclusion quickly.

↓ ①だと答える

I think so because if only we change the definition we can finish this talking.

About this point everyone is it OK?

Then I recommend you to choose 1st way, I mean to change definition.

There are 2 reasons,

1st reason is in order to avoid the waste of time.

2nd reason is in order to respect your opinion.

Let me explain one by one.

So far we discussed his/ her opinion with using time. If we change opinion our former talking (I mean the time we took) will be in vain. Therefore to avoid wasting time, why not continue to discuss with this opinion changing the definition.

2nd reason is we can respect opinion maker's idea, mainly plan.

This is because if only we change the definition we can continue to discuss with this opinion. For these 2 reasons I recommend you to change the definition

So far could you catch what I said to you? And can you agree with me?

※ **imagination** で立てる対策もブレバ