**BEACON: Social Enterprise Advisor—Root Cause Analysis Worksheet**

Complete the questions below to help you zero in on the root cause of the social problem you are trying to solve.

**Problem Statement:**  What is the problem that you seek to solve or the need that you hope to meet for your target geographic location and target population?

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**Symptom(s):**  How do you know this problem exists? What metrics (that could be supported by data and/or observations) would tell you if the problem were getting better or worse? How will you know when the problem is solved?

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| Please cite the source and paraphrase three points of evidence.  Evidence:  Evidence:  Evidence: |

Next, go through five rounds of asking yourself 'Why does this problem exist?' For each answer, ask 'Why?' again and see where it takes you.

**Why does this problem exist?**

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**Why?**

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**Why?**

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**Why?**

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**Why?**

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**Root Cause:** Based on the answers to the 5 Why's, what is the root cause of the problem you are seeking to solve?

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**Intervention Needed:** What intervention (your solution) is needed to address this problem at its root cause?

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