

Stage 1: Discover



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Overview

Stage 1 Discover is composed of two steps:

1. Add Need Statements
2. Review and assess Need Statements

Top tip:

When identifying needs and challenges in your project area, you may find our research guides useful. A combination of research tools is typically used as part of the front-end discovery process, including [observation](#), investigative [interviewing](#), focus groups, [surveys](#), etc.

Remember to carefully document the data gathered and analysed so that it can be referred to as part of your Need Statement [evidence](#).

1. Add Need Statements

In this step, a formula is provided for capturing the Needs (problems and challenges) you have identified and composing them as Need Statements.

A Need Statements consist of:

- A problem
- A population segment(s) that have this problem
- The required outcome

In Stage 1 there are three options in how you can add your problems / challenges to create Need Statements:

- a) **Craft your Problem, Population and Outcome.** This is aimed at training people to craft a Need Statement. It is a three-step guided process to creating your Need Statement.
- b) **Draft your Need Statement.** This is aimed at more experienced users. It is designed to quickly capture your Need Statement in a single step.
- c) **Generate multiple Need Statements.** This is a quick and simple way to generate multiple Need Statements in one go.

As part of the development of your Need Statements, you will be asked:

- 8 questions to calculate your [Confidence Score](#)
- to [add evidence](#) relating to the Need Statement in question.

2. Review and Assess Need Statements

Review Need Statements

In this step, you can review the Need Statements that have been captured. Need Statements which require reviewing are highlighted - this may be due to no Evidence having been added or where the 8 Confidence Score Questions have not been completed.

Assess Need Statements

At the end of Stage 1, the Innovation Champion assesses Need Statements based on the data provided. The top-scoring Need Statements are progressed to Stage 2. This approach additionally makes allowances for wild card Need Statements, where there may be no or limited secondary research (evidence) available.