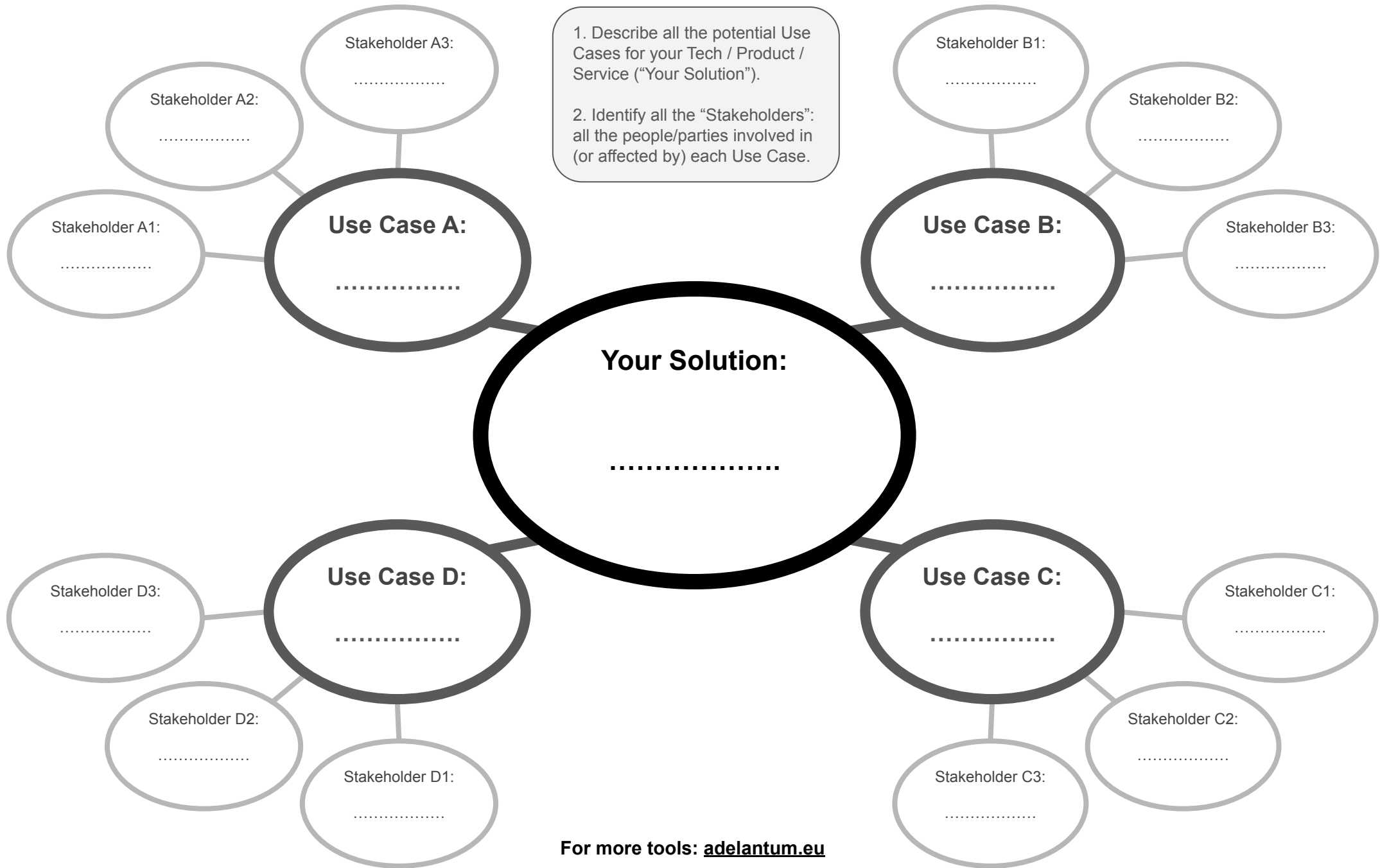


1. Use Case Map



2. Stakeholder-Problem Map

Though your solution aims to *solve* problems, it might inadvertently also *create* problems for some of the people/parties (“Stakeholders”) involved in a Use Case.
If it creates a problem for a *User* or *Customer* Stakeholder, that will become a barrier for adoption for them.
If it creates a problem for a *Non-User* Stakeholder, they will try to prevent others from adopting it.

NEXT STEP: For each “Problem solved”, fill out a **Customer-Problem Fit Evaluation** (adelantum.eu) to further explore the Use Case from that Stakeholder’s perspective.

Stakeholder A1:	 Problem solved by your product:	 Problem created by your product:
Stakeholder A2:	 Problem solved by your product:	 Problem created by your product:
Stakeholder A3:	 Problem solved by your product:	 Problem created by your product:
Stakeholder B1:	 Problem solved by your product:	 Problem created by your product:
Stakeholder B2:	 Problem solved by your product:	 Problem created by your product:
Stakeholder B3:	 Problem solved by your product:	 Problem created by your product:

Stakeholder C1:	 Problem solved by your product:	 Problem created by your product:
Stakeholder C2:	 Problem solved by your product:	 Problem created by your product:
Stakeholder C3:	 Problem solved by your product:	 Problem created by your product:
Stakeholder D1:	 Problem solved by your product:	 Problem created by your product:
Stakeholder D2:	 Problem solved by your product:	 Problem created by your product:
Stakeholder D3:	 Problem solved by your product:	 Problem created by your product: