



**Research Mission**  
**Smart City Goris Profile Preparation**

*“Build a Pyramid of ideas workshop”*

**9-13 February 2015, Goris, Republic of Armenia**



# The *Pyramid* process<sup>1</sup>



The Central Challenge

## The Process in Brief

Starting with your Central Challenge, you will:

- (1) Share information about *what* is happening (issues and trends)
- (2) Think about *why* it's happening
- (3) Brainstorm ideas about *what we can do* to make positive change, and
- (4) Make a plan about *how* to implement those ideas.

To cap it off ... set goals, and make a commitment to *do* it!





# Guiding questions: Pyramid level 1



## Portraying by indicators

1. Sources of information: What are our sources of information? How reliable are they?



Sharing information

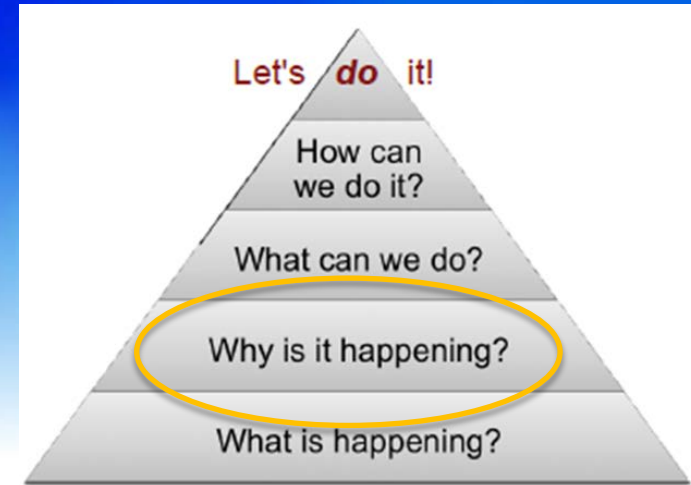




# Guiding questions: Pyramid level 2

## Why and what is it happening?

1. Challenges: What are the central challenges?
2. Trends: What are the trends?
3. Reasons/causes: why are they happening?
4. Connections/patterns: Are there some reasons or causes that seem more primary than others? Are there some reasons or causes that seem to be working together to drive trends (good/bad ways)?



The Central Challenge





# Guiding questions: Pyramid level 3

## What can we do?

1. What can we do to change it?
2. What can we do to turn bad trends into good trends – and to create new, better trends?



Technologies and measures



# Guiding questions: Pyramid level 4

## How can we do it?

1. Resources: What financial or physical resources? What planning or coordination is required? How many people, with what skills? How much time?
2. Strategy: How will we get what we need? Do you already have it? How will you manage the implementation? What obstacles do we foresee, and how can we overcome them?
3. Plan: What are the steps to get there? What will we do first? What is our timeline





# References





# Guiding questions: The Capstone

## Final agreement

1. Which are the main findings from this workshop?
2. Which are the next steps?

