

Figure 11.3**Pros-Cons-Faults-and-Fixes Analysis**

Faults	Pros	Cons	Fixes
Fault Pro A	Pro A	Con A	Fix Con A
	Pro B	Con B	Fix Con B
Fault Pro C	Pro C	Con C	
Fault Pro D	Pro D	Con D	Fix Con D

A **Fault** is any argument that the option is unrealistic, won't work, or will have unacceptable side effects. Identifying faults allows you to troubleshoot your Pros.

A **Fix** is any argument or plan of action that would neutralize or minimize a Con, or even change it into a Pro. Identifying fixes allows you to improve the chances of success for an option by removing possible obstacles.