Risk Matrix

What will this tool help me do?

Impact at scale is only possible when your solution, scale strategy and model is validated through real-world testing. To achieve this, you should start by identifying the assumptions that underpin your strategy, model, and/or solution.

Your assumptions are what needs to be true in order for your plans to succeed. We use the word 'assumption' to describe any aspects of your solution, strategy, and/or model that are *unknown* and *untested*.

This tool will help you identify and prioritise the assumptions that carry the greatest risk if they turn out to be untrue. Following this, you can move on to testing and validating assumptions through lean innovation tests. You will need to complete this at different stages of the tool.

Step 1

Thinking about your strategy, what assumptions would need to be true in order for your solution, scale strategy and model to work. Consider:

- What parts of your solution, strategy, or scale model are untested?
- What are your biggest unknowns?
- What feels like the biggest risks to your success?

Step 2

Ensure that each assumption you have identified is broken down even further, into more detail, to ensure it is as concise as can be.

For example, if your starting assumption is 'Users will pay for this model', you can break this down into:

- 'Users are interested in the model'
- 'Users will have the means to pay for it'

Another example of an assumption that can be further broken down is "Others can implement the core of our solution effectively". This can be broken down into:

- 'We've defined the 'core' of our solution'
- 'We've explained it in a way that others can understand it'
- 'We've systemised the materials for others to deliver it'
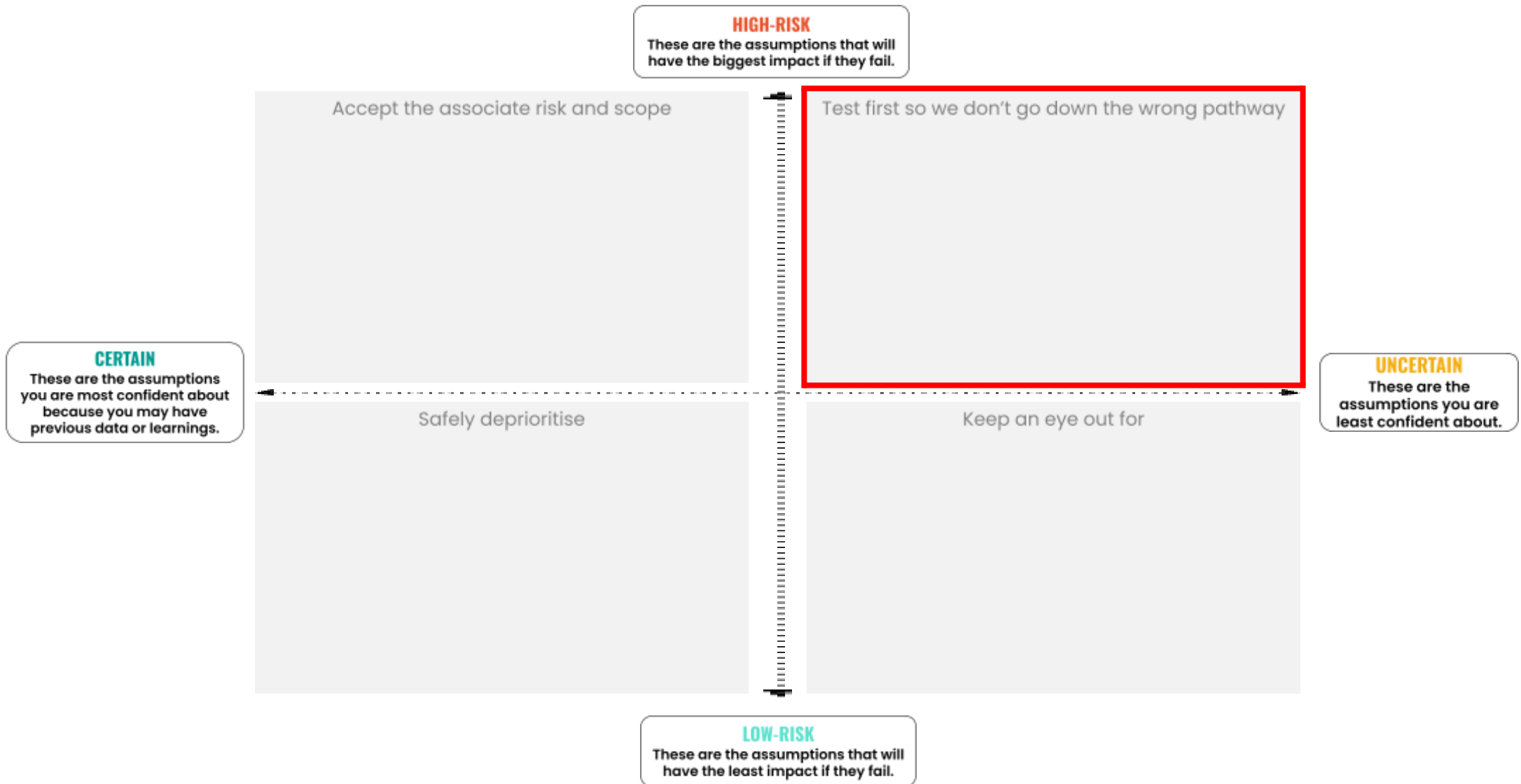- 'We offer sufficient support to implementors to ensure quality delivery'

Step 3

Move on to prioritising your assumptions by plotting them on the matrix below

Step 4

Consider the assumptions categorised in the *top right corner* of the matrix which are those that pose the highest risk and are most uncertain, and move on to designing real-life tests for your priority assumptions with the next tool.

IDENTIFY RISKY ASSUMPTIONS

SPRING IMPACT

Accept the associate risk and scope

Test first so we don't go down the wrong pathway

Safely deprioritise

Keep an eye out for

www.springimpact.org/toolkit   An open-source toolkit putting the ability to scale your impact in your hands.

GO FURTHER

Test Design Tool

What will this tool help me do?

Impact at scale is only possible when your solution, scale strategy and model is validated through real-world testing.

Once you've identified your riskiest assumption, you're ready to start designing a test to support rapid learning loops. This tool will help you design tests to learn more about your assumptions and to collect data. This is so that you can refine your solution, strategy, and/or model based on real-world learnings. You can also use the Learning Roadmap and Tracker to design and deploy multiple tests at once.

The Assumption	What assumption are you testing?	
Objectives	What do you hope to achieve and/or learn?	
Type of test	What type of test will you use?	
MVP	What MVP will you build for people to engage with?	
Who?	Who do you need to	

	engage?	
What?	What are you asking participants to do to participate in the test?	
Success Metrics	What does success look like?	
Data Needed	What quantitative and qualitative data will help you test your assumption?	
Action Plan	Who will take on which actions within what testing timeline?	