**Worksheet: Pain Point List**

**Date: Lab Time:**

**Team Number: Leader:**

**Facilitator: Recorder:**

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| **Top 3 Pain Points and POV Madlib Need Statements** |
| **[User] needs to [user’s need] because [surprising insight].****Pain Point 1:****Pain Point 2:****Pain Point 3** |
| **Top 3 Pain Point and Information Collection**  |
| **For each pain point, answer the following three questions:** 1. **Who is my end user/customer with the problem?**
2. **What are the current solutions for the problem? What is the current state of technology for solving the problem?**
3. **What trends affect the user and their problems?**

**Pain Point 1:****Pain Point 2****Pain Point 3** |

**Name Signature Name Signature**

**Name Signature Name Signature**