



PICK Chart

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Description: A PICK chart is used to rank projects by considering their level of difficulty (amount of scarce resources required) and the level of payoff (the improvement gain). The PICK Chart is divided into four quadrants representing four potential difficulty/payoff possibilities for an improvement team to consider. The PICK chart was originally developed by Lockheed Martin for organizing process improvement ideas and categorizing them during the Identify and Prioritize Opportunities Phase of a Lean Six Sigma project.³ PICK stands for **P**ossible, **I**mplement, **C**hallenge, and **K**ill. It is a visual tool for organizing ideas and making decisions. PICK charts are useful for focusing improvement team discussions and achieving consensus on which are the best solutions to implement to solve a problem.

When To Use: The PICK chart is used after an improvement team has completed a Solution and Effect Diagram⁴ to help them categorize and choose among solutions to a problem. The PICK Chart helps the team organize and identify which ideas can be implemented easily and have a high payoff and which ideas should not be considered. It allows the team to consider all the possible factors that would contribute to the success of the project. For example:

- Scope of control
- Scope of influence
- Cost
- Time
- Staff availability
- Available data
- Ease of gathering data

The PICK Chart categorizes the brainstormed solution ideas into 4 categories – Possible, Implement, Challenge, and Kill.

Construction Steps:

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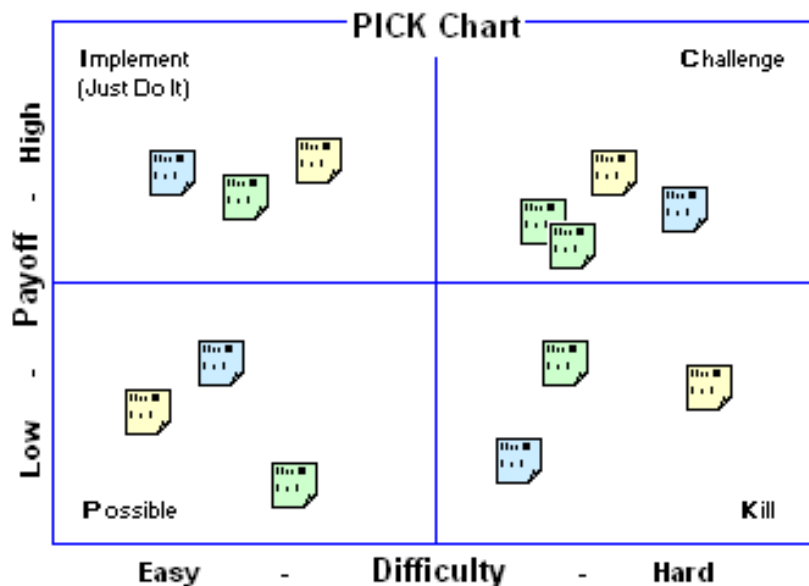
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³ http://en.wikipedia.org/wiki/Pick_chart

⁴ *Public Health Quality Improvement Encyclopedia*, Public Health Foundation, 2012, pp.125-126.

1. Brainstorm potential solutions to a problem and complete a Solution and Effect Diagram
2. Draw a 2x2 L-shaped matrix
3. Label the vertical axis *Payoff* (*Low – High*) and the horizontal axis *Difficulty* (*Easy – Hard*)
4. Write each potential solution on a Post-It® Note
5. Place each potential solution in the appropriate quadrant in the 2x2 Matrix
 - Possible (Lower Left Quadrant) - ideas that are easy to implement but have a low payoff.
 - Implement (Upper Left Quadrant) - ideas that are easy to implement and have a high payoff.
 - Challenge (Upper Right Quadrant) - ideas that are hard to implement and high payoff.
 - Kill (Lower Right Quadrant) - ideas that are hard to implement and have low payoff.
6. Once each of the potential solutions has been placed in the appropriate quadrant, it becomes easier for the improvement team to visually see where to focus their efforts. Now the team can decide on which solution to trial and determine whether they can achieve the improvement goal.

Example:⁵



A PICK Chart Excel Matrix can be downloaded at: <http://www.vertex42.com/ExcelTemplates/PICK-chart.html>

⁵ <http://www.vertex42.com/ExcelTemplates/PICK-chart.html>