### Step 3 - Tell the story

Write two or three paragraphs to tell the story of the problem.

#### How to tell a good story

Build on your problem statement by introducing more variables to tell a richer story.

Which variables? A good variable is a person, object or intangible that varies over the time period and contributes to your story.

Don't forget to **define** your variables.

#### How to name variables

Use noun or noun phrases and <u>not</u> verbs or verb phrases (ex. sales not selling).

Use neutral or positive names (ex. satisfaction not dissatisfaction).

**Test your variable**: for every variable (x) you should be able to say "the quantity of x", "the level of x", "the number of x" or "the size of x".

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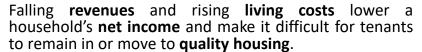
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# Step 3 - Tell the story 1/2

Write two or three paragraphs to tell the story of the problem.



Poor quality housing aggravates or creates **health problems** which further weaken their financial situation. Households may make **health care** and **heating cost** savings to remain solvent which aggravate health problems even more.

Health problems and poor quality housing may lead to **social exclusion** and behavioral problems that make it difficult to find higher **quality employment** and escape the poverty trap.

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## Step 3 - Tell the story 2/2

List and define the main variables.

Revenues: An household's monthly revenues in euros.

**Living costs**: A household's monthly living costs (ex. food, electricity, water, rent and clothing) in euros.

Net income: Revenues less living costs in euros per month.

**Quality housing**: Extent to which housing conforms or surpasses government guidelines on decent housing.

Health problems: Number of serious health issues per household per month.

**Health care**: A household's non-subsidized additional health care spending per month in euros

Heating costs: A household's heating expenditure per month in euros.

**Social exclusion**: Level of access by a household to the resources, capabilities and rights of a social group.

**Quality employment**: Level of job conditions, working time arrangements, and benefits enjoyed by a household's main breadwinner.

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