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ACCEPTED MANUSCRIPT

Title: Making dilemmas explicit through the use of a cognitive mapping collaboration tool

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Research highlights:

• This paper starts under the premise that making dilemmas explicit for those facing them is the stepping stone

towards realizing their potential.

• This paper presents and tests a three-dimensional cognitive mapping, the 'dilemma cube', to make dilemmas

explicit in a multi-actor context.

The use of the 'dilemma cube' guided and structured the contribution of participants, enabling to surface

different interpretations about actions and effects in the project.

The three-dimensional nature of the dilemma cube allowed visualizing co-existing conflicting interpretations

about issues at stake, and surfacing the interrelatedness of issues in the project, revealing dilemmas in the

project that would have remained concealed otherwise.

1. Introduction

For decades, dilemmas have been a topic of reflection for practitioners (Ghebali, 2006; Christensen, 2013; Vringer et

al., 2015) and scholars (Rittel and Webber, 1973; Benner and Tushmann, 2003; Höijer et al., 2006; Northcraft and

Tenbrunsel, 2011) in different fields. Dilemmas manifest in decision making when actors need to make a choice and

the available options exclude one another, and have consequences that make them equally desirable and undesirable.

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