



# DECISION-MAKING MODELS

VERSION 1.0

# PURPOSES

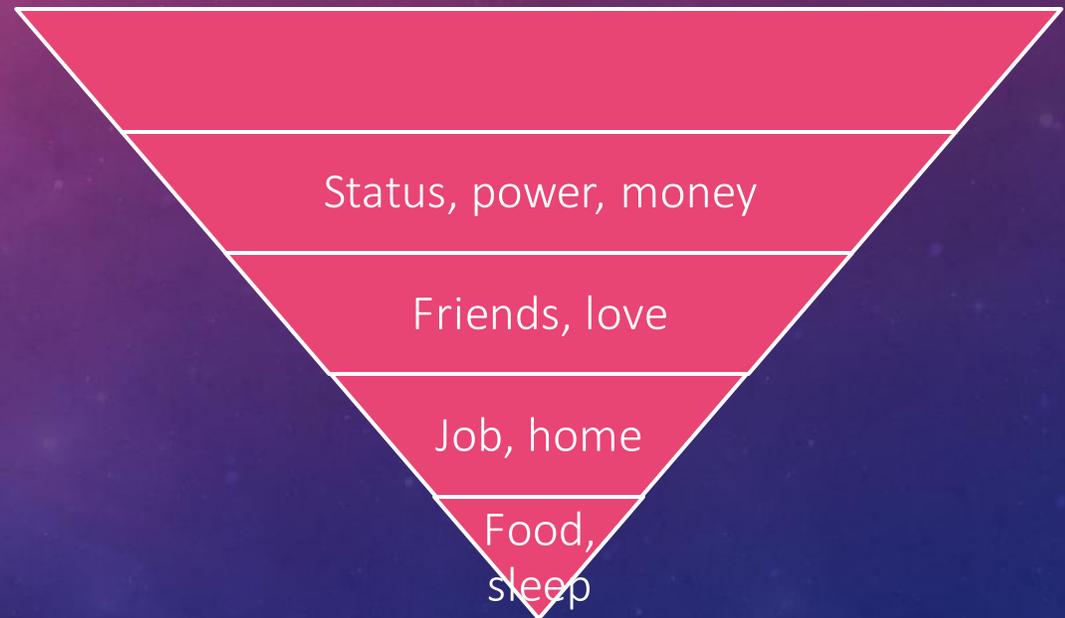


# THE MASLOW PYRAMIDS

## What we need



## What we want



# THE CROSSROAD MODEL (WHAT'S NEXT?)

- Where you come from?
- What is really important to you?
  - Belief, principle, value
- Which people are important to you?
- What's hindering you?
- What are you afraid of?
- What have you always wanted to try?
- What do you dream of?
- The most sensible road
- The road not travelled
- The road already been down
- The road back

# THE ROBBER BAND MODEL

- What's Holding You?

1. Point a
2. Point b
3. Point c

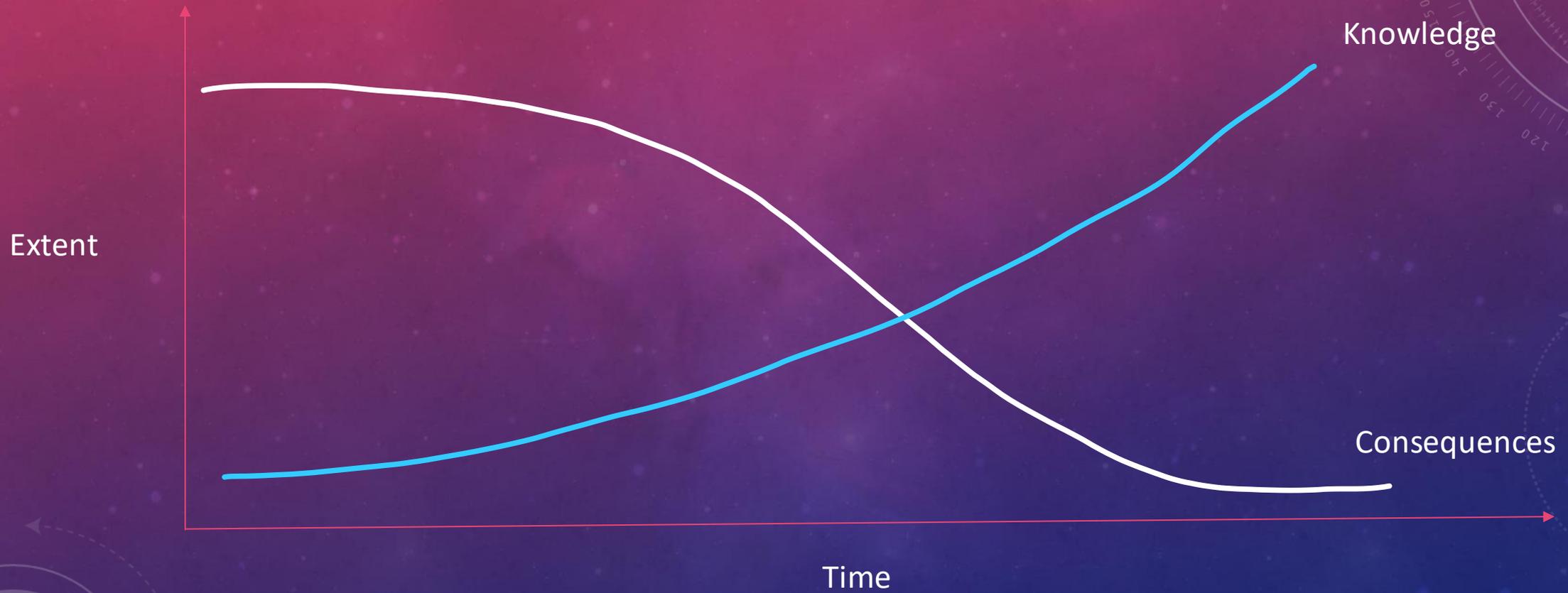
- What's Pulling you?

1. Point A
2. Point B
3. Point C

# THE PERSONAL PERFORMANCE MODEL

- Have To: To what extent are my current tasks being imposed on me or demanded of me?
- Able To: To what extent do my tasks match my abilities?
- Want To: To what extent does my current task correspond to what I really want?
- What do you want?
- Are you able to do what you want?
- What are you able to do?
- Do you want what you are able to do?

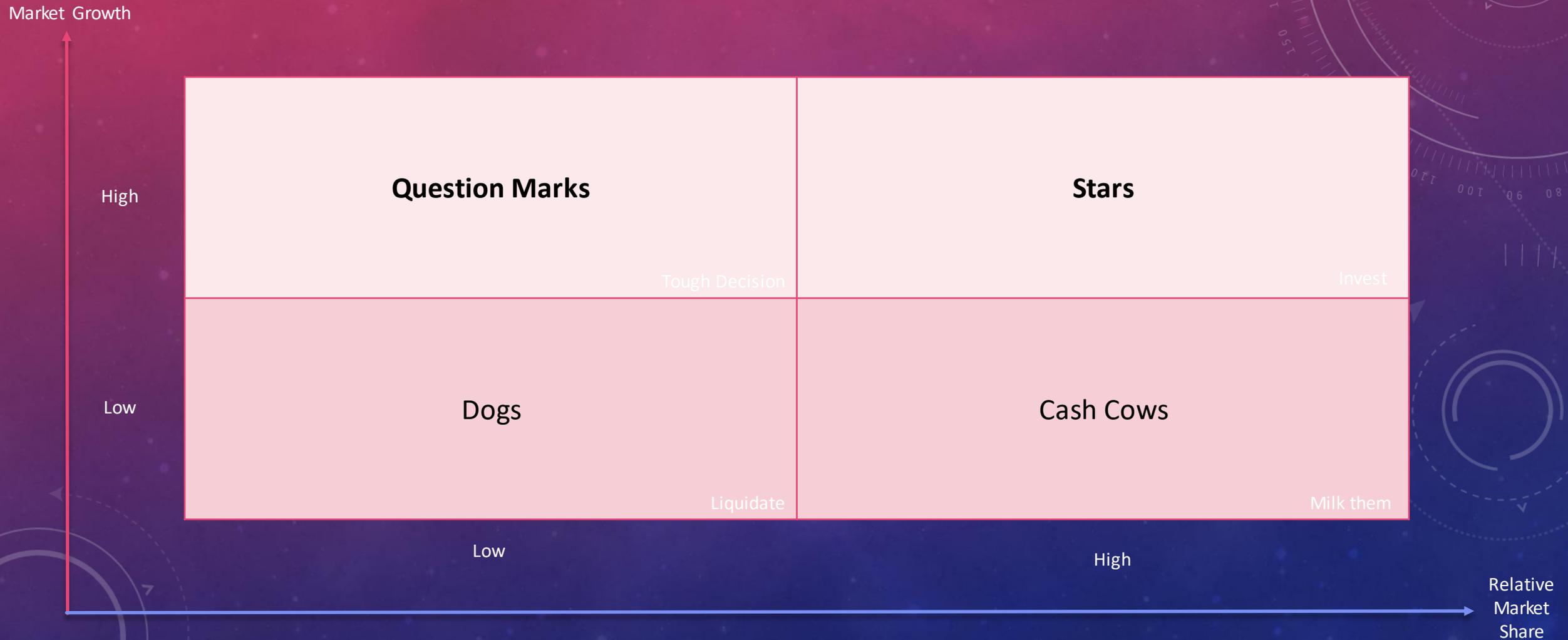
# THE CONSEQUENCES MODEL



# BUSINESS ANALYSIS



# THE BCG BOX



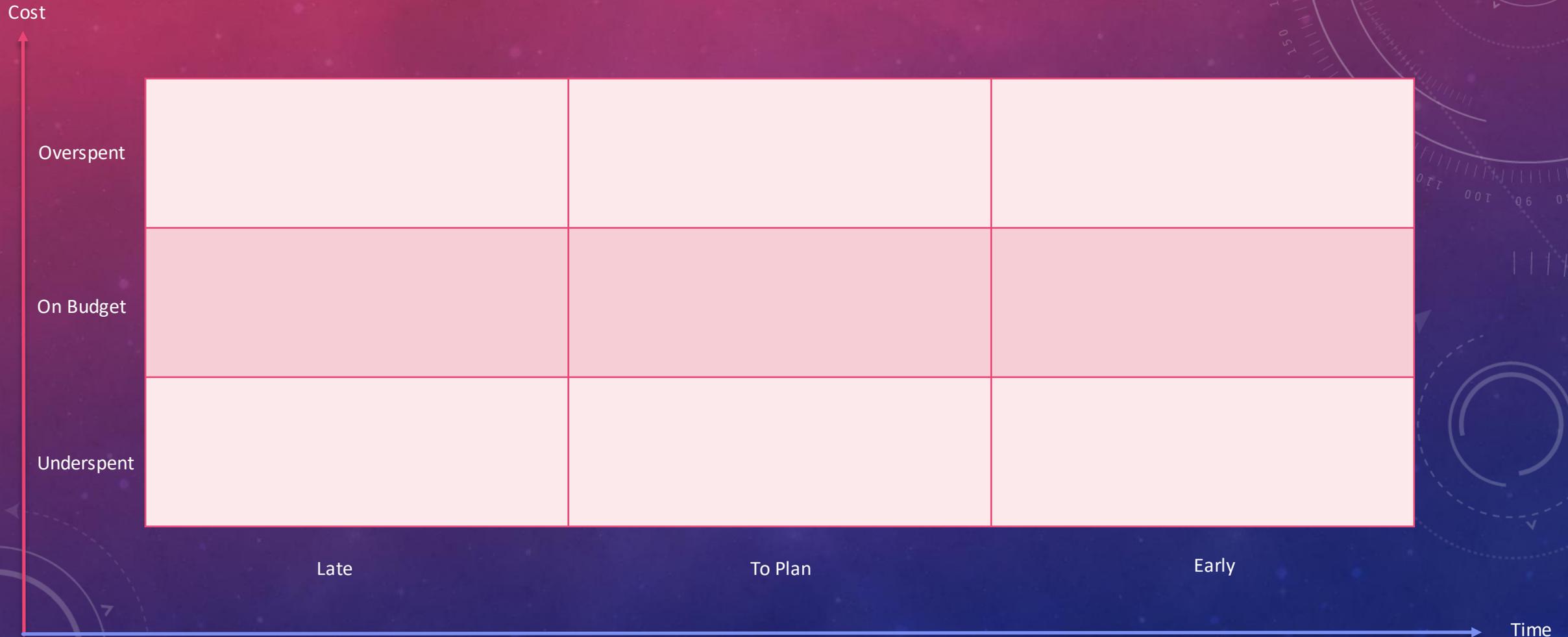
# SWOT

<b>Strengths</b>	<b>Opportunities</b>
<b>Weaknesses</b>	<b>Threats</b>

# THE PROJECT PORTFOLIO MATRIX (GENERAL)



# THE PROJECT PORTFOLIO MATRIX (COST VS TIME)



# THE PROJECT PORTFOLIO MATRIX (OBJECTIVE VS LEARNING)

Learning

High

Mid

Low


Not Aligned to  
Goal/Vision

Aligned to  
Goals

Aligned to  
Vision

Objective

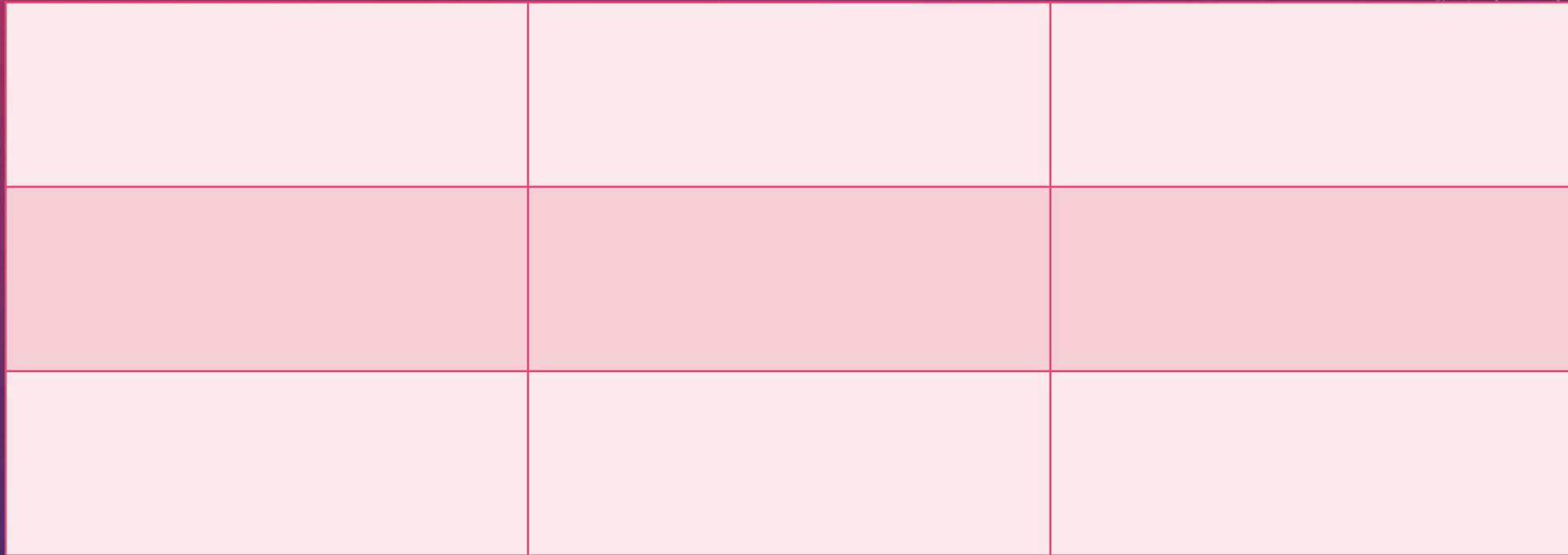
# THE PROJECT PORTFOLIO MATRIX (STRATEGY VS TACTICS)

Tactics

Too Much

Just Right

Not Enough




Not Enough

Just Right

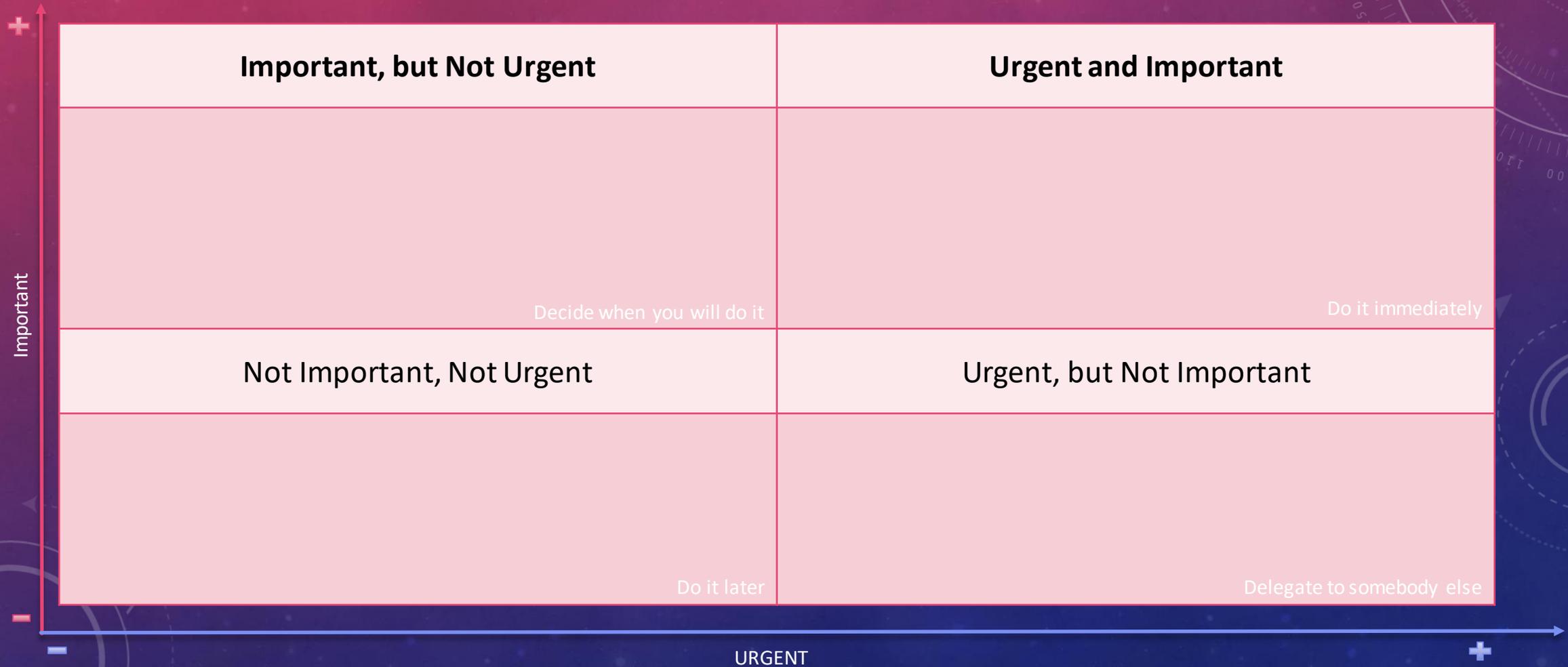
Too Much

Strategy

# TACTICAL MODELS



# THE EISENHOWER MATRIX



# JOHN WHITMORE MODEL

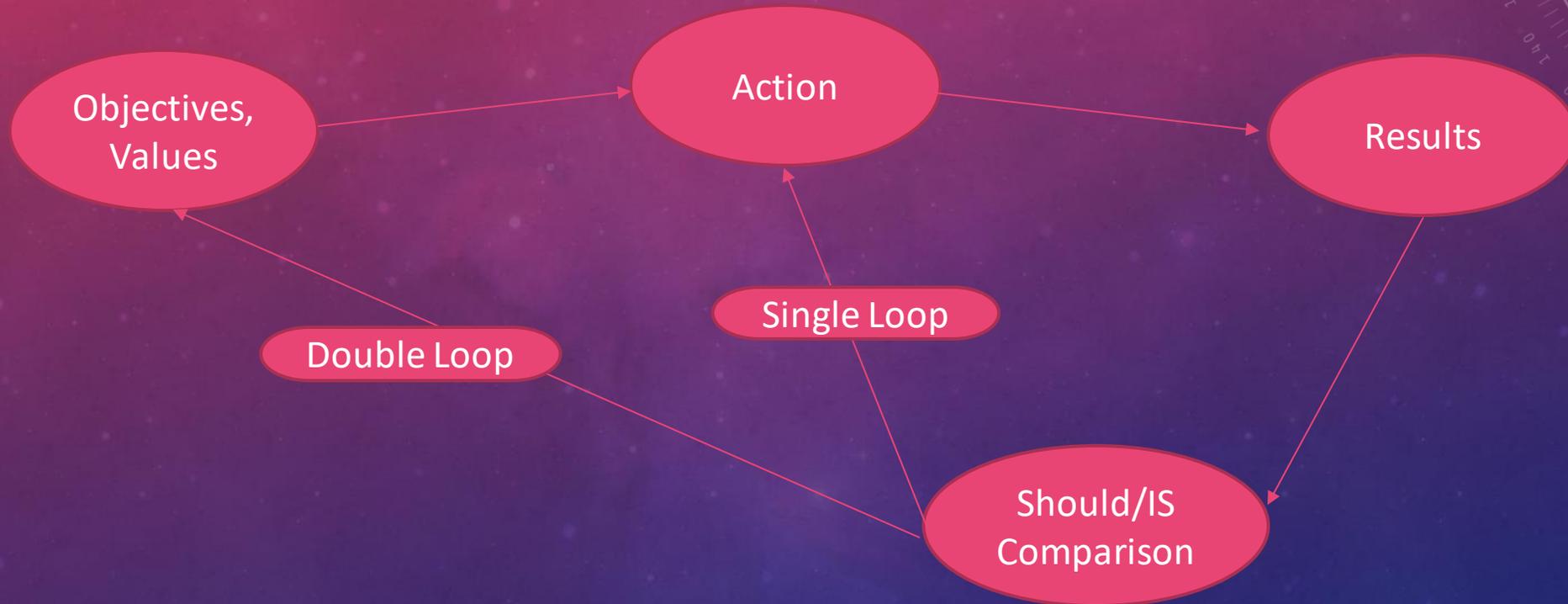
<b>Specific</b>	<b>The Right Goal</b>	<b>Challenging</b>
<b>M</b> easurable	<b>P</b> ositively Stated	<b>L</b> egal
<b>A</b> ttainable	<b>U</b> nderstood	<b>E</b> nvironmentally Sound
<b>R</b> ealistic	<b>R</b> elevant	<b>A</b> greed
<b>T</b> ime Phased	<b>E</b> thical	<b>R</b> ecorded

# THE PARETO PRINCIPLE

- 20 / 80 rule



# DOUBLE LOOP LEARNING MODEL





THANK YOU!

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