Example 1 – Buying a bike with ABS and Cruise control at best price

PLAN – You plan to buy a bike with ABS and cruise control and the bike should come within you budget so that you feel that its good buy.

PREPARE – You gather information about various bikes which are currently in the market from articles available on the internet and from people in your contacts who ride a bike.

PROCESS – You filter all the opinions you get from people and from articles based on your budget and also the features and list out a few bikes.a You call the dealership stores of the companies which sells the bike you have listed out to know the exact price of the bike.

ANALYZE – Based on all the information gathered, you analyse each bike and also consider its past market history and also compare the servicing expenses of each bike and finalise the bike you want to buy.

SHARE – You visit the dealership store of the bike you want to buy and discuss your decision with the company employee working there to see if he can provide you a better price.

ACT – Once you are satisified with the price, you buy the bike.

Example 2 - Analyzing items which are frequently bought together in a supermarket

PLAN – We plan to find items which are frequently bought together so the items can be arranged near one another for the convenience of the customers.

PREPARE – We gather all the sales data where each record will contain list of items bought by an individual customer.

PROCESS – We will filter the sales data to only contain records from last few months as analyzing all the sales data is not practically efficient. We can use these filtered records to analyze products bought together.

ANALYZE – Upon analysis we can find out products which are bought together. Ex. – Most people buy bread,milk and eggs when they visit the supermarket so keeping them beside one another will be convenient for the customer and will also improve sales.

SHARE – This idea can be discussed with the store manager so that he/she can employ the supermarket workers to change the position of the products to arrange them beside one another.

ACT – Once the products are arranged in the desired way it will be convenient for the customers to fill their carts with items they need.

Example 3 – Anlayzing which colddrink people order the most in a hotel

PLAN – We plan to find out in an hotel which cold-drink people buy the most so that next month we can order extra units of that drink.

PREPARE – We gather the data about which cold drinks are available for serving in our hotel and how much units were ordered last month.

PROCESS – We count how much units of cold drinks were ordered and how much units of each cold drink is left in the inventory.

ANALYSE – We can easily conclude which cold drink was ordered the most based two parameters – How much units were ordered? and How units of that same cold drink is left in the inventory. Lesser number of drinks left in the inventory suggests that the drink is ordered frequently by customers.

SHARE - This information can be discussed with the Hotel Owner and Manager to order cold drinks for the next month.

ACT – Based on the study the hotel owner will order extra units for the next month of the drink which is sold the most.

Example 4 – Buying vegetables from the market

PLAN – You plan to buy vegetables from the market at a reasonable price as informed by your mother when she gave you the money. You plan to buy vegetables in such a way that you buy all the vegetables and some money is left with you as your reward. So the goal is to buy vegetables at a low price so that you get a nice enough amount as your reward.

PREPARE – You visit the vegetable market where you have multiple vendors selling almost same vegetables and start asking prices of the vegetables you need.

PROCESS - If you feel the price of a particular vegetable is more you don't buy that vegetable right away and look for other vendors selling the same vegetable.

ANALYSE – Once you feel that more than half of the market is explored and you still cannot find a vendor selling it for a lower price then buying it from the last vendor who was selling that vegetable can be a good idea. Or you found a vendor selling it for a lower price then buying from him can be a good idea.

SHARE – You share this thought to yourself to make a decision whether to buy the vegetable or not.

ACT – You proceed to buy the vegetable from the vendor you decided and by following this approach you will save a nice enough amount of money as your reward.

Example 5 – Jewellery shop owner buying Crystals

PLAN – You as a jewellery shop owner plan to buy expensive crystals such as Sapphire,Diamond from merchants who are trying to sell you those to you at afair price based on the purity of the crystal.

PREPARE – The merchant visits your shop and shows you the crystals he is trying to sell it you and tells you what price he is expecting for each stone.

PROCESS – You grab the magnifying glass to check if the stone is real and also calculate how much carat the stone is of.

ANALYZE – After you are done checking all the stones you analyze whether the price he is asking will earn you a profit or not.

SHARE – You share the price you can give to the merchant for each of the stones.This step might also involve the merchant negotiating for a better price which you might consider if it still earns you a good enough profit.

ACT – Once the negotiation is done. You buy the stones for the price you both agreed for.

Example 6 – Wicketkeeper giving advice to bowler for a wicket

PLAN – A Wicketkeeper plans to take a wicket of the opponent team batsman which he thinks has the potential to win the match if does not get out.

PREPARE – He needs to understand how the batsman plays on different balls. Basically how he answers a spinner, a Yorker and a fulltoss ball and also on which side the ball goes once he hits the ball , off-side or leg-side.

PROCESS – You communicate with the bowler from behind the stump to deliver balls in a certain way so that you can understand which ball will be hard for him to play.

ANALYSE – From the earlier balls you analyse how the batsman plays,which side he has hit the most, which ball was hard for him to play.

SHARE – Based on the analysis the wicketkeeper signals the bowler to deliver the ball a certain way.

ACT – The bowler delivers the ball as told by the vicketkeeper and there are high chances that this would be a wicket.