

Reality check & risk reduction

The purpose of this article is to provide entrepreneurs, business operators, technologists and process workers (competencies) with a check list to assist them identify any step any of them may have missed in attempting to communicate their:

- Requirements to the next level
- Interpretations of their understanding of someone else's design

This reality checklist is necessary as:

- Entrepreneurs live in the conceptual (vision & ideas) world alongside conceptual (unreal) objects
- Business people live in the conceptual/logical world alongside conceptual and logical (rationale) objects
- Technologists live in the logical/physical world, alongside logical and physical (pragmatic) objects
- Process workers live in the physical world alongside physical objects

Hence the deliverable passing between the four competencies (whether written, verbal or demonstrable) may be subjected to transformation which could either lose valuable information or add information which could be superfluous to the original design.

The following table has been developed to illustrate the interaction between the seven domains and represents the 'building blocks' of the mind map:

Competency	Realm	Perception		Object	Process	Faculty	Behavior
		Class	Type				
Entrepreneur	Conceptual	Wisdom	Hidden	Vision/idea	Objective	Imagination	Modality
Business person	Conceptual /logical	Value proposition	Tacit	Business acumen	Strategy	Understanding	Quality & quantity
Technologist	Logical/physical	Information	Tacit/explicit	Logical/real	Experiment	Reasoning	Relations
Process worker	Physical	Sensory	Explicit	Real	Operation	Experience	Systemic

Please see our 'Mind map protocol' article (D65) for a full explanation of the four competencies and how to resolve the 'grey' areas.

Grey areas

The grey areas that appear in the mind map matrix are due to the multiple nature of the domain's protocol. What works in a vision/dream may not necessarily work in reality. Reason dictates that we may have to transform some or all of the respective protocol into the other 'realm'.

The transformation from one object to another leads to problems due to the possibility of misinterpreting the other competency's object and hence end up producing a new object that does not work.

Risk

The important thing to note is that the greater the misinterpretation, the greater the risk to the organisation. The management of risk is therefore paramount, if the organisation is to survive.



Rapidly integrates patterns of strategic elements

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Check list

The following checklist is provided to assist you assess whether or not you have taken the necessary precautions to lower the risk of potential problems. Have you or your organisation clarified and defined the objects in the checklist. If not, then there is the likelihood of increasing the risks of securing a successful outcome.

Competency	Objects	Check	Risk
Entrepreneur	Objectives		Without a clear understanding of the entrepreneur's objectives, the business person is free to interpret the entrepreneur's vision - ideas - dreams as their own. This could ultimately lead to confusion and conflict
	• Vision		
	• Goals		
	• Measures		
Business person	Objectives		Without a clear understanding of the business person's objectives, the entrepreneur may not see the alignment between their objectives and the business person's
	• Goals		
	• Measures		
	• Service level agreements		
	Knowledge base		Without a clear understanding of the corporate knowledge, strategies are open to interpretation and could well be developed based on political expediency rather than on scientific facts
	Strategies		Without a clear understanding of the business person's strategies, the entrepreneur will not be able to see the gaps in their objectives
	• Core		
	• Ancillary		
	Tactics		Without a clear understanding of business person's tactics, the technologist is free to interpret their own. This could ultimately end up leading to confusion and conflict
	• Core		
	• Ancillary		
Technologist	Prototypes		Without a working model, the business person and entrepreneur will not be able to see any gaps in their tactics
	Deployed solutions		Without a scalable solution, process workers may not be able to use the solutions effectively or efficiently
Process worker	Operations		If all the above steps are not followed, the likelihood of process workers being able to keep the business operating at peak efficiency is at risk. While there is some value in asking a process worker what they require to make their jobs easier, they do not have the 'luxury' of thinking about the broader issues

About us

Ripose rapidly clarifies an organization's objectives and strategies by identifying, documenting and managing three types of knowledge - explicit, tacit and hidden with the Ripose Technique. We produce high quality deliverables from strategic plans to implemented solutions rapidly with the Ripose CASPAR engine.