

I understood that what I was building was DecisionScience but not the end more like the beginning and to start this I would need to create a new type of mindset. Easy peasy right.

My approach was what I later found out in the sphere through Cognitive Psychology, Human Centered Design and Graphic user interface

I even left a hint in the presentation I called it "Reading inside out" because it went bottom - up. My process was created like this, there were 3 levels of conditioning each one more complex or how I call it indirect learning followed by a logical test. Conditioning would happen automatically and logical test should inspire original thought If you stared at it like a chimp for a few seconds and this should be leading you to a breakthrough if you already passed the test. At least if not a breakthrough someone who could see bigger picture and a person which might be more valuable in the corporation.

Unfortunately I don't have the dashboard anymore its company property so I created a small table in Excel , I did however manage to get my former boss to send me a snap from the original presentation. That's the first image, lvl3 and logical test



17%	15%	13%	13%	2%	2%
num	num	num	num	num	num
num	num	num	num	num	num
num	num	num	num	num	num

### lvl 1 - colours

Blue is Sales (Sales, Margin) Green is Purchase (Value, Quantity)

Red is Stock (Value, Quantity)

### lvl 2 - numbers

this are metrics of YTD growth in percentage

### lvl 3 - visual(bar chart)

this is KPI it shows correlations of metrics

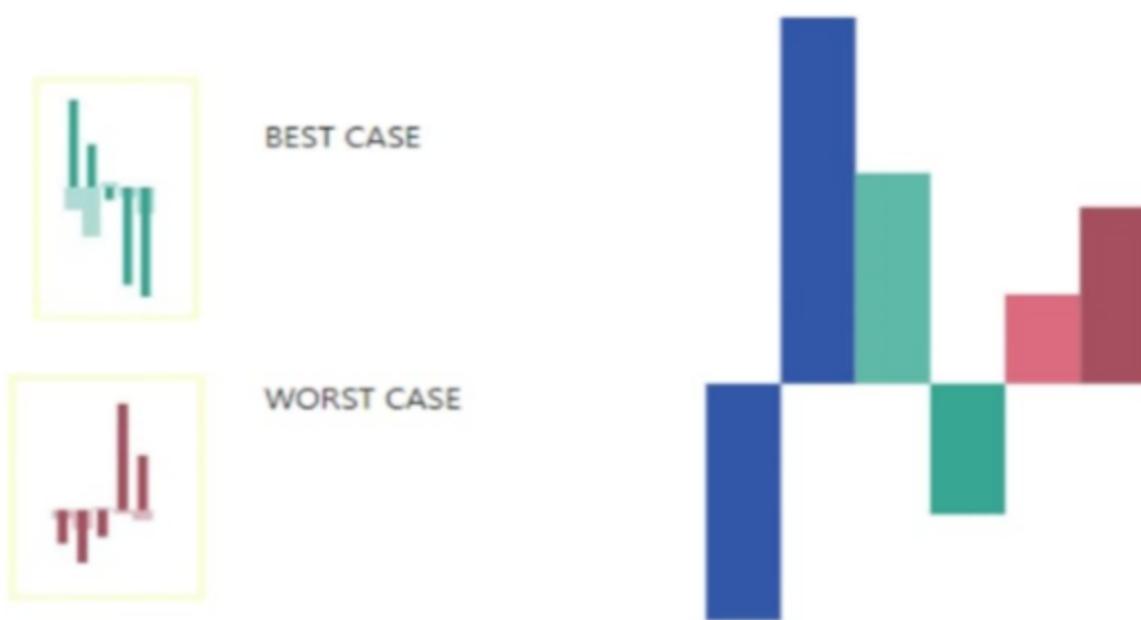
This is where complex issues become very simple, in one second, since you already know what colours and numbers mean, you can get a complete picture of where company is at the moment.



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So if sales are up and purchase is up that's good right, where should stock be, I say perhaps at axis lvl, that means we are optimized. We are doing fine.

lvl 4 Logical Test , chart visuals of Best/Worst case scenarios. It's a trick . They are bogus. All I wanted to achieve was that someone reached out and said hey best case doesn't look like that. Ok what do you think it looks like. Lets say he describes how I did before. Sales are up, Purchase is up. Stock is level. That's the bestcase - yes it is. But let me ask you this what If Corona happened and a war in Ukraine started. Suppliers haven't been deliveringg for months, Would it be better that sales are lightly up, purchase is level, stock is up.



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This would just put emphasis of that that different situations create different approaches. (Every one is always talking about fast changing environment). What is BAD now is GOOD in a different situation and by getting to this level of understanding which seems pretty logical finally hoped to open their eyes and what management considered that two different departments looking at the same thing differently a problem, it is just better sooner or later we will find two sets of eyes , when its bad for one set the other sees it as GOOD. And our company has just learned to create loss into profit. That is why they said I am not a team player because I reached out to every colleague in my corporation and provided an opportunity for personal growth for every one and all.