

# Why do you have Clients?

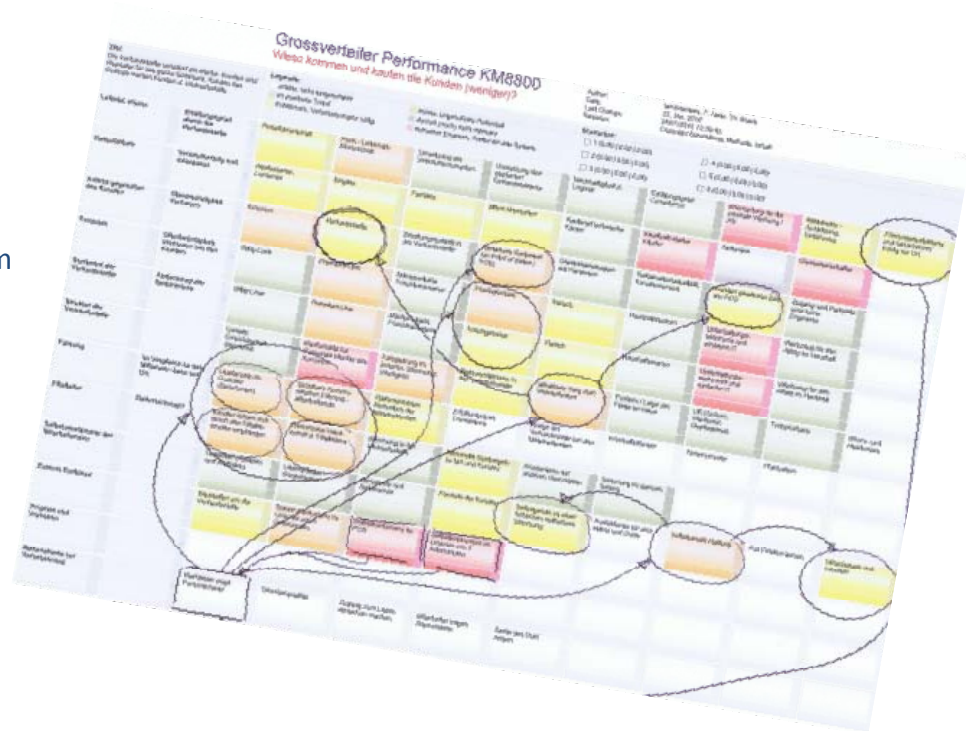
## Performance Management

### Continuous improvement by Sokrates Frameworks

'The Metaphysics of Modern Existence' (1979)  
written by Vine Deloria (lawyer and Indian-Chief)

“Making sense out of the mass of information available to us today is a process of continual search and hope that by being astute we can form, re-form, and continue to re-form a cohesive vision of reality.

If we got far back into the Western tradition, we discover **Socrates** spending a lifetime looking for a cohesive explanation of knowledge and experience and conducting his search in a practical and synthetic manner. That is probably the only sane and human way of doing business. Truth becomes the criterion, not authority and not credential”



# Why Visualization by „Sokrates-Framework“?

Visualized data are with a factor of 1000 faster processed by human brain than informations like text, spreadsheets, checklists.

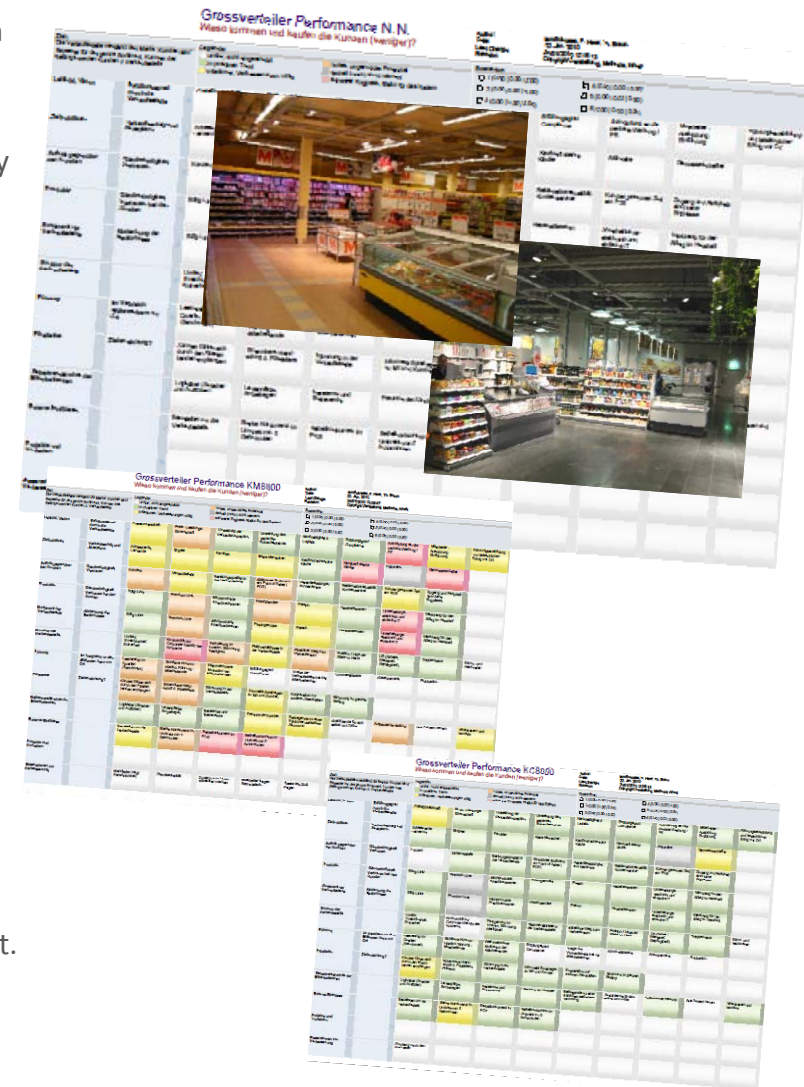
The human brain demands context information for plausibilization of every data; is no context information available, the brain starts to look for in the environment; after a few seconds the search will be stopped, because the brain avoids frustrations; it start to look for informations in the memory (historical datas, silent hypotheses, experience!).

→The result could be different to reality.

The visualization of existing datas (stored in Excel, SAP, ...) „give the brain what it need to proceed“:

- All relevant items on one sheet,
- request to check and complete datas,
- fast access to detail information (click),
- to look for relations, to think about scenarios,
- to include the experience and the view of involved people,
- to detect hidden uncertainty and pattern,
- to create a risk and compliance knowledge transfer,
- to get a Decision-Base-Center® and a controlling center for a teamoriented continuous improvement process and quality management.

All these advantages will be realized with one visualization.



# Discussion

## Intention of Group Sales

- Money efficiency
- Stop turnover erosion
- ensuring performance by strong visualization
- improving the adherence and acceptance of the sales concept
- Goals execution: precise assistance and intervention
- balanced view of sales condition: trend scouting, (hidden) risk identification, (silent) knowledge transfer, improving Group intelligence
- cost reduction and time saving

## Scope

- Periodic Status analysis of the various monitoring and oversight activities
- Ongoing analysing of results captured from all activities performed on a regular basis
- Setting up of new ongoing activities - mainly embedded Sales Controls. (Instructions from Head Office to Regions/Locals)
- Performing periodic Sales Reviews (Instructions from Head Office to Regions/Local)
- Primary use of the tool at a local level. Results to be assessed and analysed also on a regional and global level.
- Possibility of the map to work/sort/show results from a theme view.

## Intention of Human Resource

- Ensuring recruiting
- Efficient development of HR
- Decision base for organisational development

## Scope

- Feedback near to reality
- Strong base for communication and problem solving
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# Contact

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