
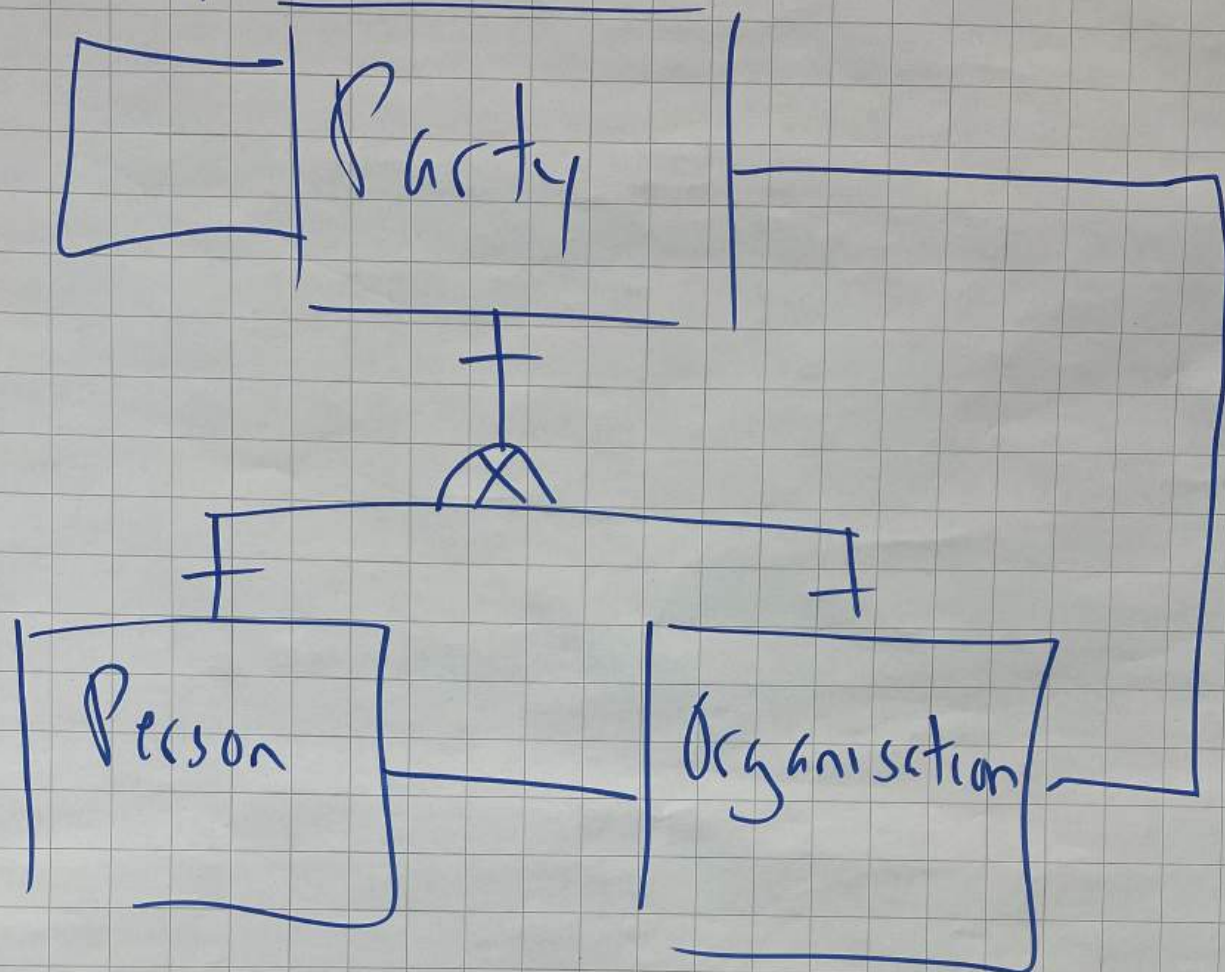
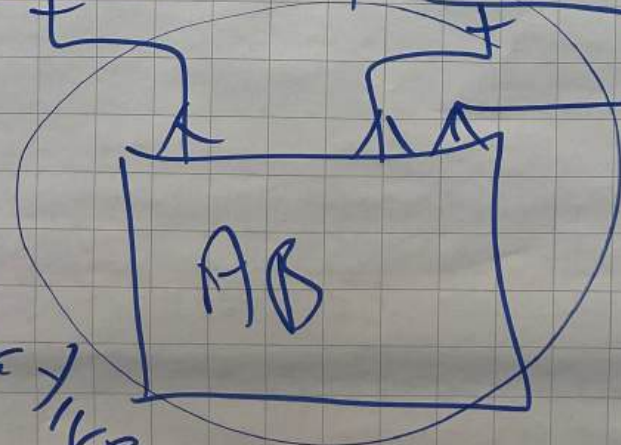


Subtyping 

recursion 1.1



Associative



• ~~convince~~

~~sell~~

demonstrate
(stories)

• integrate models

• When is enough?

GEFN

• Complex patterns

• Encourage sr. participants
they should/could adapt

• ditto - it looks like extra
work

- Can I insist on in-person?
How do I recruit them?
What level of seniority?
Multiple roles with similar expertise?

- developing definitions

- well-named biz process

active verb

Unboard

- noun

Partner

entity
in your
concept
model

- Capture your own stories.

- Our tech people struggle to understand why we do this

To collect information in ²
a training or facilitated session
I use CORSE, which
stands for

- Collect (e.g. brainstorm)
- Reduce (eliminate, combine, ...)
- Sequence (not permanent, just a way to organise next steps)
- Expand (often means applying CORSE to individual items)

Pre-session interviews

- 1) The work: Context *open-ended*
- what does your organisation do? (what services do you provide?)
 - what is your roles?
 - what activities are central to your role (~5)

2) Issues & objectives:

- what issues are you currently facing, are there any related objectives
- how will this initiative affect you and your group?

3) The environment:

- are there cultural or historical factors that will impact this initiative?

Brainstorming

3

Why brainstorm one person at a time, in sequence.

- democratic -

everyone gets a chance

- the shy people are drawn out

- "put a lid on the ~~more~~ less shy people"

- structure -

much easier for the facilitator

- easier to time-box

- ideas can settle in - marinate

Downside

- ~~synergistic~~ → group think

- slower.

OPEN
Questions

W W W W H eh:

Prob

T E D

Closed

Y/N

Confucious:

- tell me
- show me
- involve me.

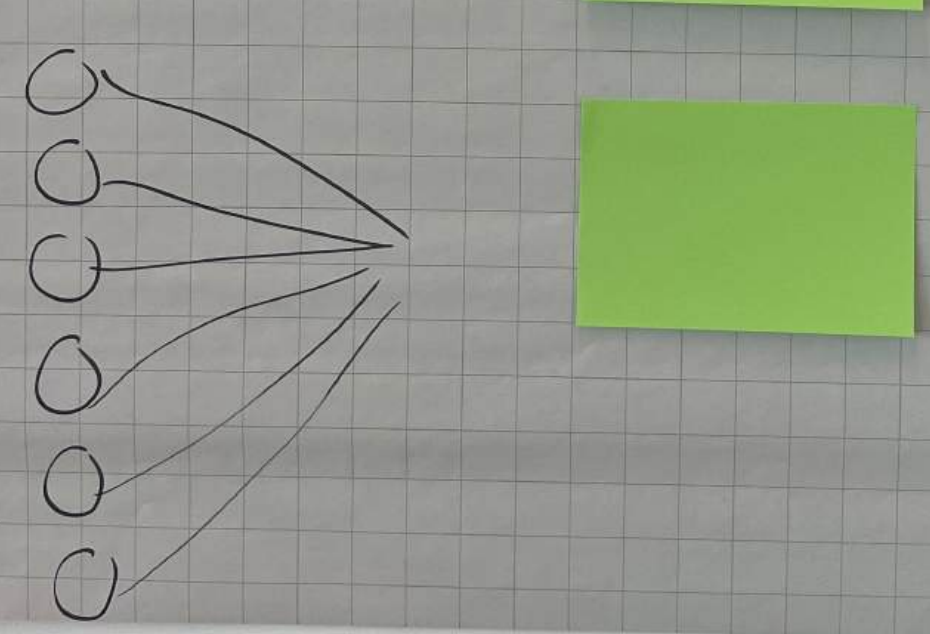
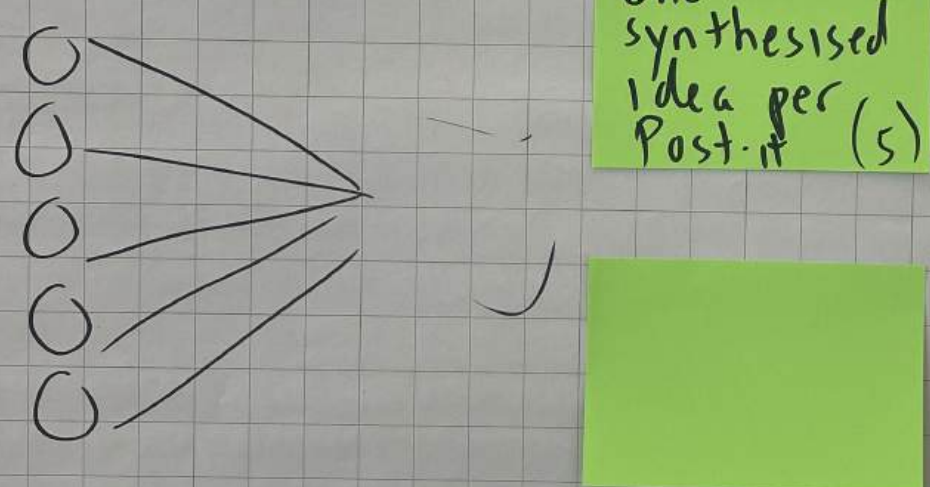
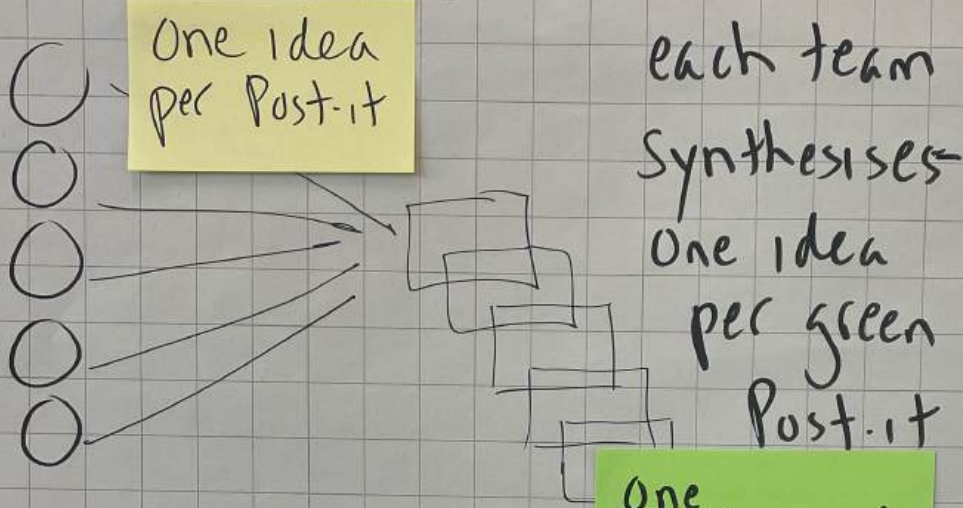
Advantages of Brainwriting - in small groups

5

- interaction ^ sparks discussion
- everyone (shy people too)
can participate
- they do the work
- they don't know what
they don't know
(unkunk)
- "I don't know."
- "What would it be
if you did know"
- more ideas,
wider range of ideas
("outliers")
- A great way to give the facilitator
time to think.

First "brainwriting" exercise - (6)

"What do good facilitators / instructors do?"



The entire class synthesises the top five good behaviours

STAPLES

7

TIME
conscious

(time vs value?)

OUTCOME
FOCUSED

Objective
Setting

CORPORATE
Psychologist

ACTIVE
LISTENING

'Democratizing'

(safe environment)
Neutrality

PRACTICAL

Facilitation
methodology

INCLUSIVE

STRUCTURE

OBSERVANT
&
FLEXIBLE

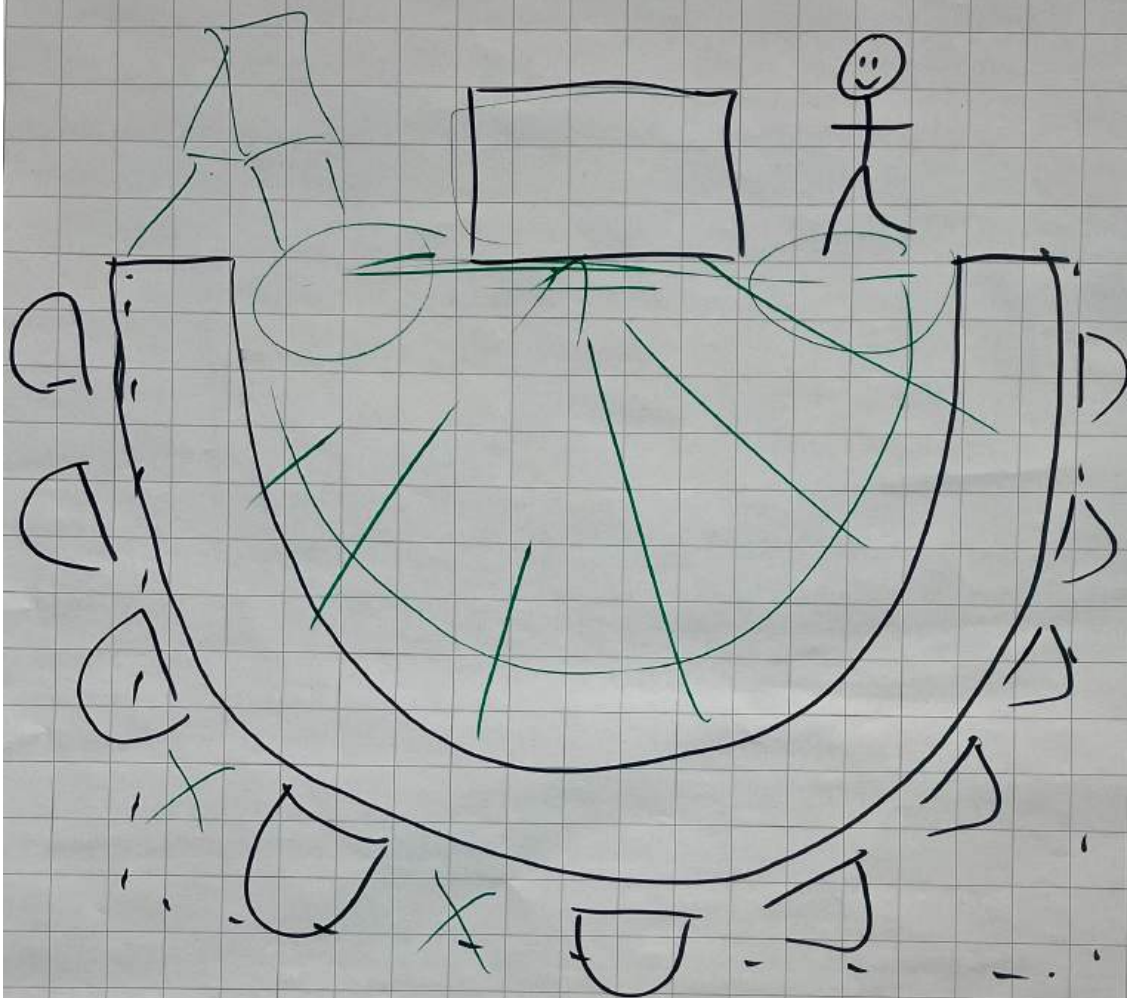
WATCH OUT !!!

Interaction
&
Engagement

Good
Vibes

Ideal room layout...

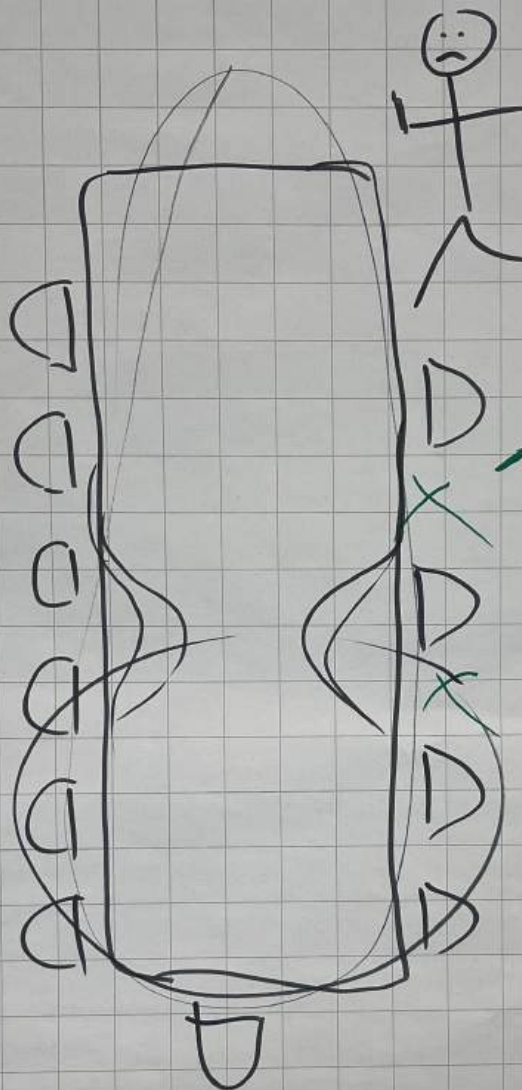
8



Why?

- everyone can see everyone else (eye contact)
- equidistant from facilitator - no hierarchy
- provides the "facilitation zone"

A much less than ideal room layout



empty chair = "energy hole"

no observers

- uncomfortable
- undemocratic
- people feel judged

Why?

- twisted to watch the front (uncomfortable)
- lead to unease at the back
- easier for people to disengage
- no facilitation zone

Key Points by 14:30 (10)

- We facilitate -
We are not responsible for
the content - the model
- CoRSE
- The pen is your friend
The only product is on the
wall.
- "If you get it wrong,
they'll tell you"
- It's not all on your shoulders -
everyone has a role.
- Shared responsibility

Maintain Group Memory

11

- a constant, visible, written record

How to Make Meetings Work

- Doyle & Strauss
- 1977
- \$7

11.5

Topics I can cover today, if you're interested:

#2

understand the key features of the techniques we teach overarching framework

#1

- demonstrating the value of data modelling through 3 - 5 real-life examples ("stories")

#3

a few more points on preparing the room

#4

top ten tips for facilitators

In my experience, the value of Concept Modelling / Data Modelling

comes from:

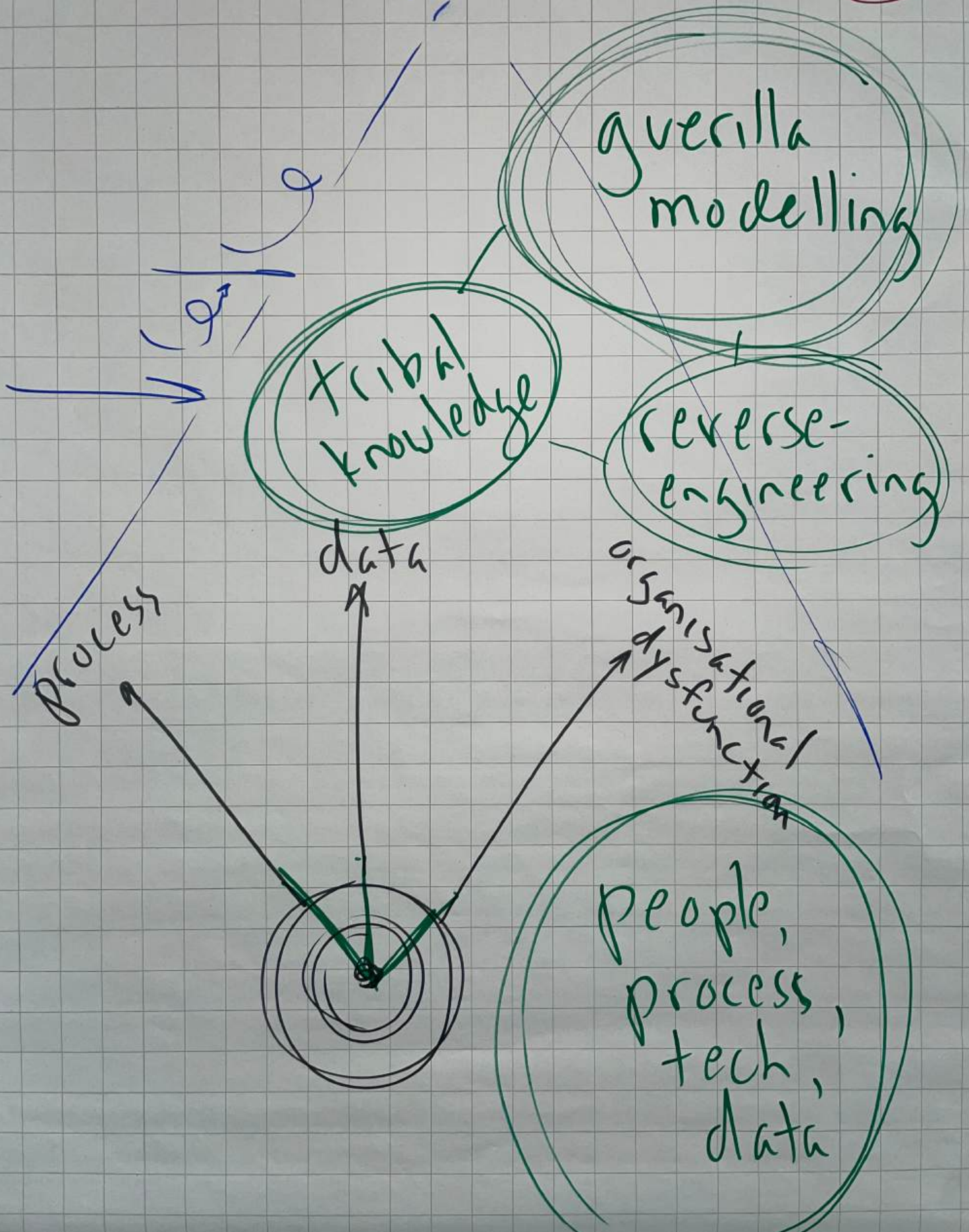
- system / solution implementations
 - faster
 - lower cost
 - higher quality / better fit
- compliance
- accuracy of performance measures
- + ability to launch new Products & Services

Demonstrating value (13)

- collect Booking stories
- don't bludgeon them,
don't overpromise
- tell them something
interesting / surprising
- "if this, then that" +
"if we don't do this,
then that"

MD / CEO

14



For each phase / major activity 15

Who	What	Activity How
Req Mgr.	Start Requisition	"App"
	Approve Req.	A Use Case or User Story
	Obtain Req Funding Approval	

SDI - Human
centred

Define - Identify the
specific business problem.
Audience + desired outcome.

Discover - Audience Analysis
- Find out Their TASKS and
Concerns.

Design - Create the proposed
Solutions to Solve Define
+ Discover

Develop - Build the Solution
in partnership with stakeholders.

Deploy - Launch the Solution

Iterate - Evaluate and Iterate.

"What" first,
"Who" & "how next",
Only then "why"

Establish context
before developing
a Problem Statement
the answer to
"Why?"

Group Takeaways

(15.5)

- the "personal touch" advance email was nice;
AI can help
- We model from a tech perspective, but not time or resources for a business perspective
- what is the overarching, consistent methodology.
- guerilla modelling -
you don't need to wait for permission
- we can add value by combining
 - bottom-up
 - top-down} meet in the middle