

# Asking and answering those pesky questions

The Art of Agreement



## Process Design

WHY....	<i>are we doing this?</i> (Mission)
WHO....	-decides? -supervises? -needs to be consulted? -stewards the work? -funds the work? (Personnel)
WHAT....	<i>is the criteria of our success?</i> (Objectives/Measures)
WHEN....	<i>does the work need to be completed?</i> (Deadlines)
WHERE....	<i>will this work take place?</i> (Geography)
HOW....	<i>will we proceed?</i> (Timetable of actions)

# Perception as a powerful decision-making dynamic

The Art of Agreement



DESIGN GROUP  
International™

**Reserved**

Certainty



Pragmatist

Activist

Reservist

Theoretician



Engagement

Preference/Dynamic

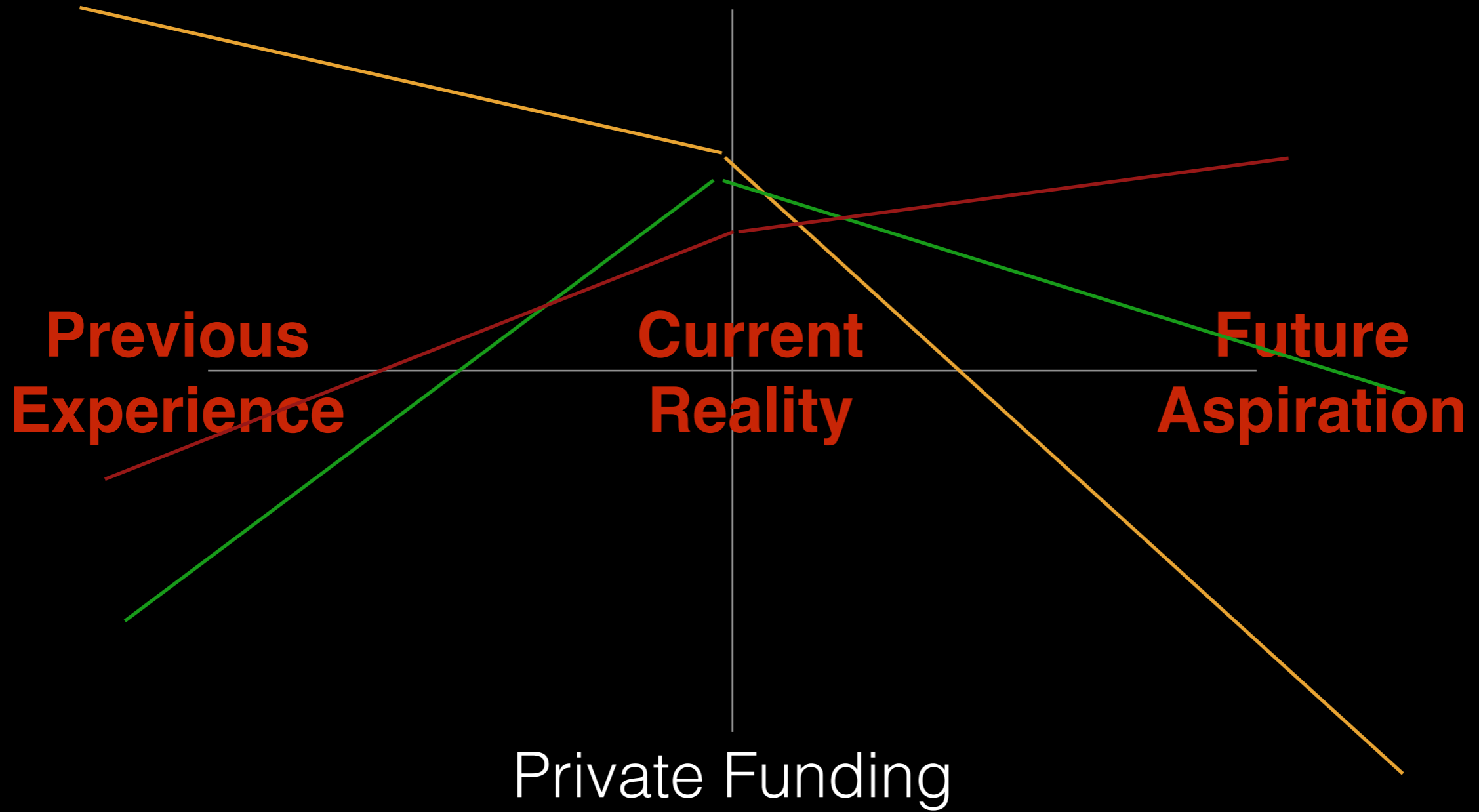
**Childhood  
Experience**

**Current  
Reality**

**Future  
Aspiration**

Preference/Dynamic

Gov't subsidy



# Formulating and following powerful agendas

The Art of Agreement



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<---Process-- --Agenda--->

DESIGN

*TEAM BUILDING*

introduce

*report*

discuss

*decide*

decide

*discuss*

report

*introduce*