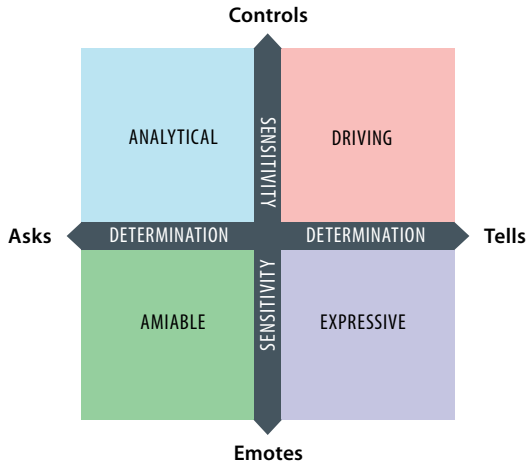


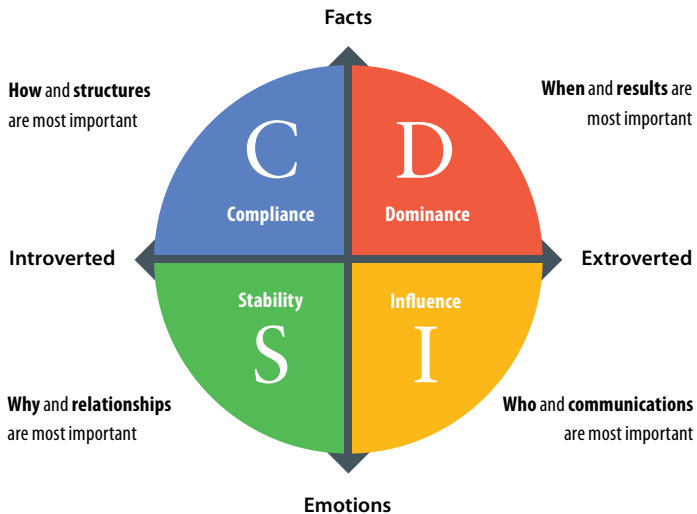
# 4



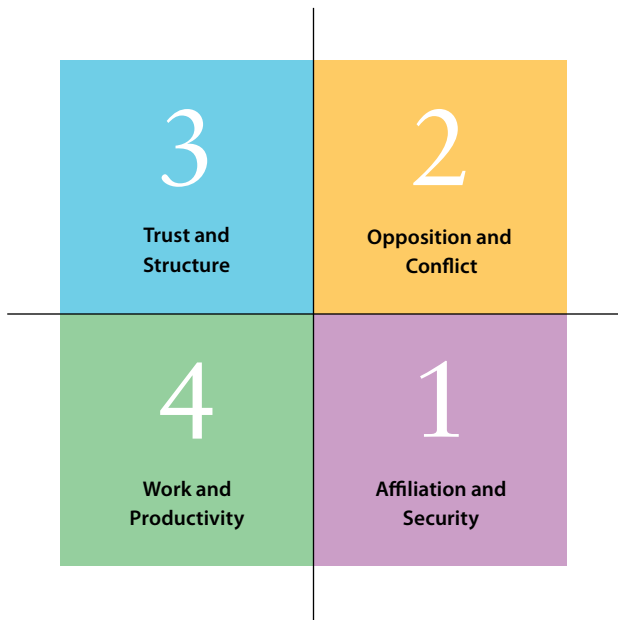
# Execution



► Social Style Model.



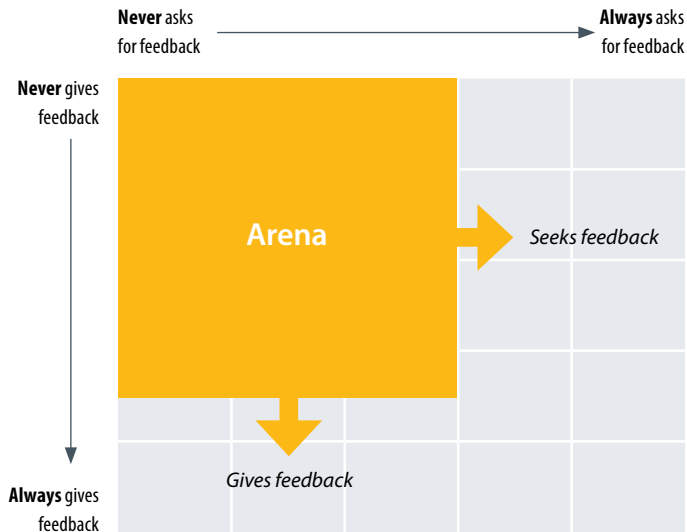
► DISC Model.

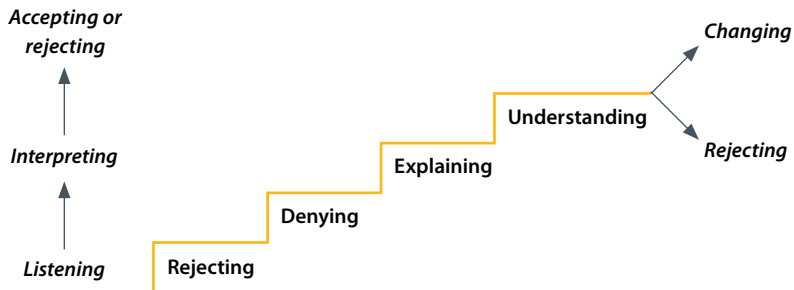


*What I know about myself*

*What I don't know about myself*

<i>What others know about me</i>	<b>Arena</b>	<b>Blind spot</b>
	<i>Official image Public domain The obvious The visible</i>	<i>Body language Outsiderdom Attitudes The awkward</i>
<i>What others don't know about me</i>	<b>Façade</b>	<b>Unknown</b>
	<i>Dreams Knowledge The private The secret Past life history Shame, guilt, taboos</i>	<i>The unknown The repressed The future The unimportant</i>





Important



Prioritize based on what is most important in the long term. In general, routine tasks also fall within this category.

**Plan and delegate.**

B

Your main tasks, which should not be many if you are good at "box B."

**Do now!**

A

Tasks which are not important or urgent, but which you also tend to invest time in.

**Eliminate unless they give you energy.**

D

Tasks which are necessary to do, but less important – at least for you.

**Delegate or perform quickly.**

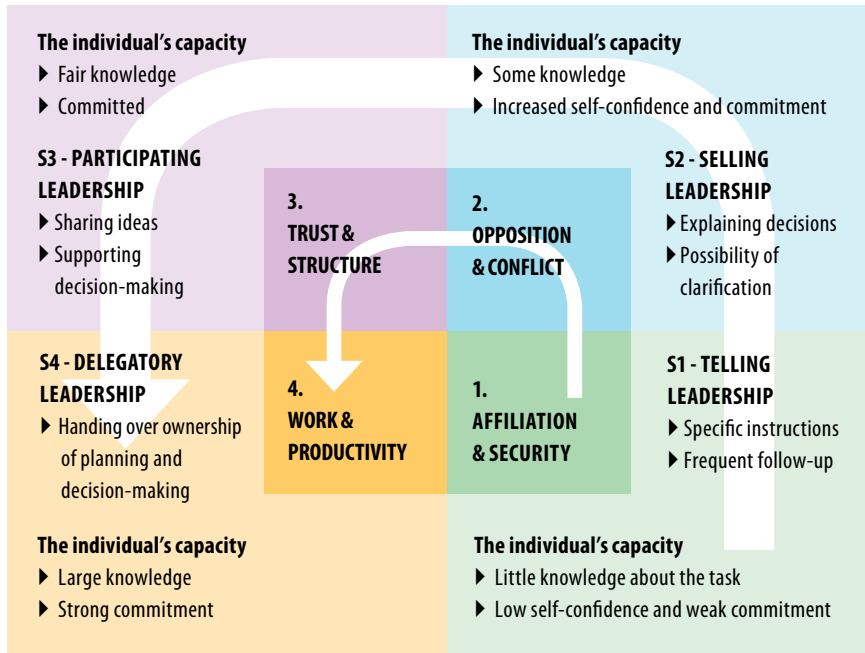
C

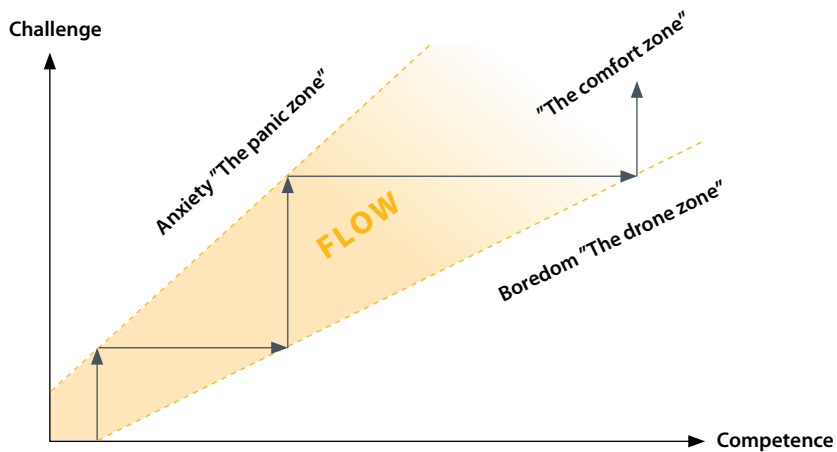
Urgent

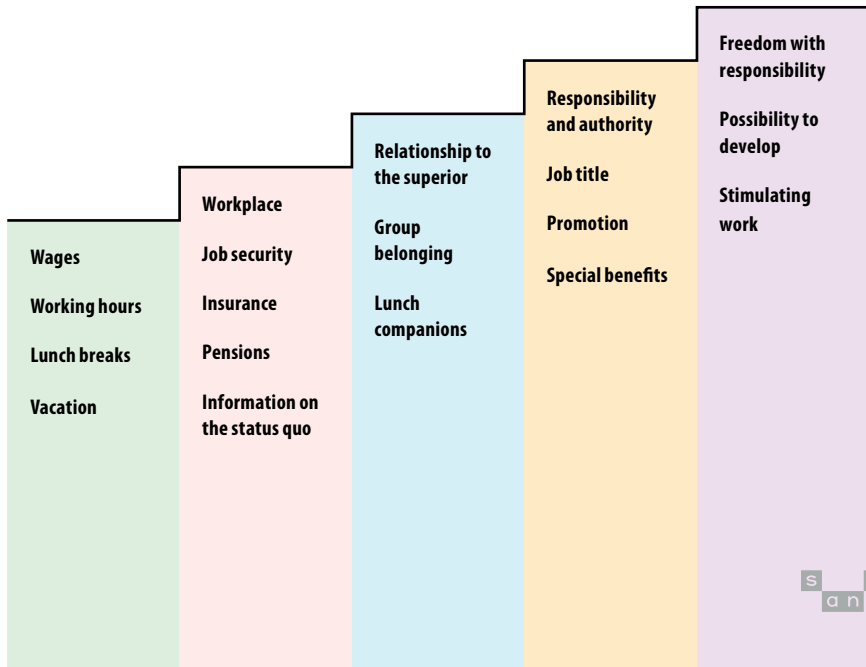


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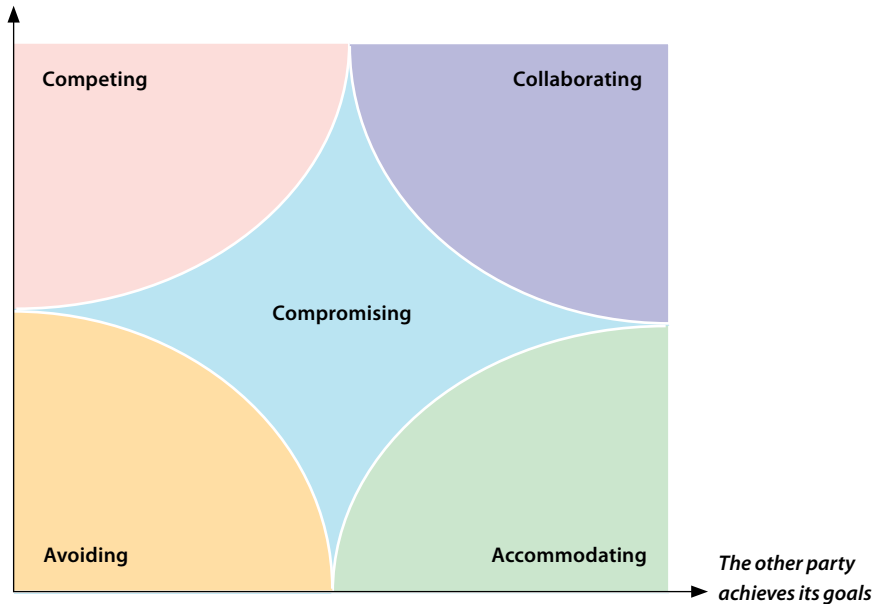








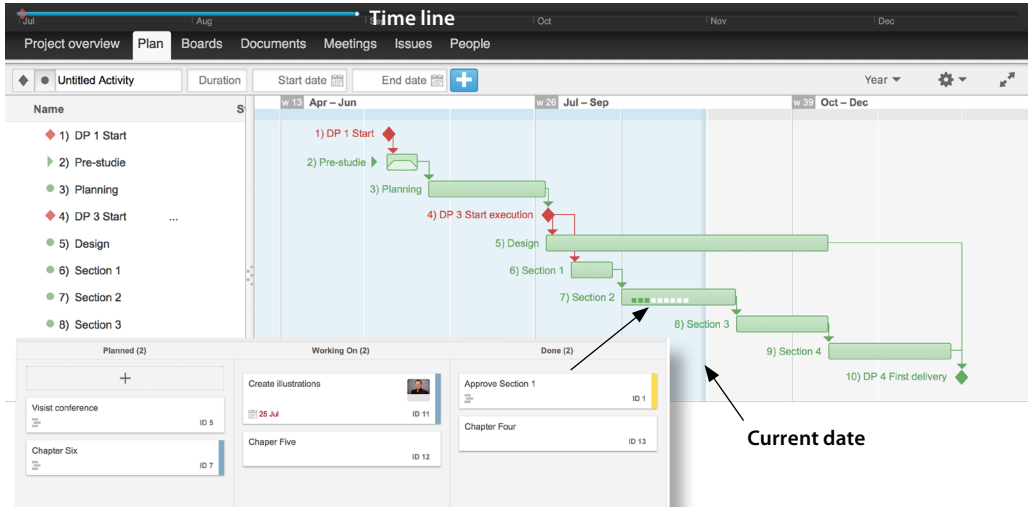
*You achieve your goals*



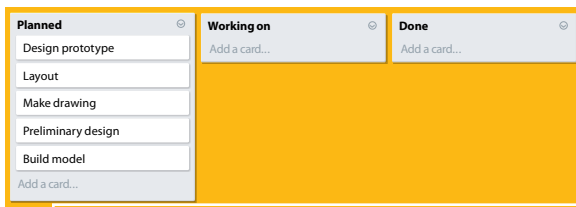
How far into the future do you need to see? The project owner and steering group should always focus on the desired impact, while the project manager should keep track of what is to be done during the next 3–4 weeks. A member in the project team should focus on what needs to be done right now.



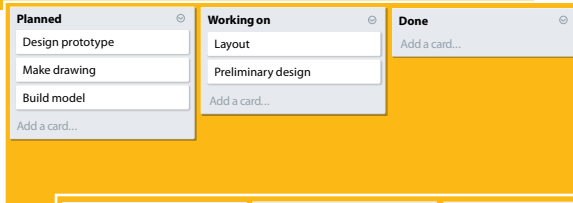
► You must review what has been done in the project already to be able to assess the continuation and decide on any changes needed.



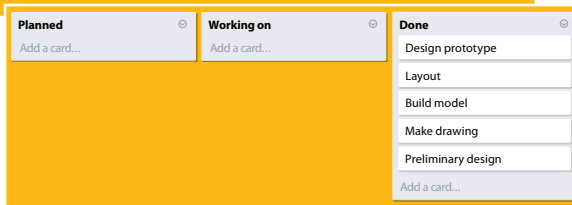
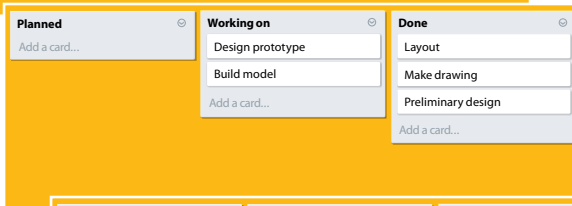
Project board (Kanban)



**Start.**  
*All cards are in the first column.*

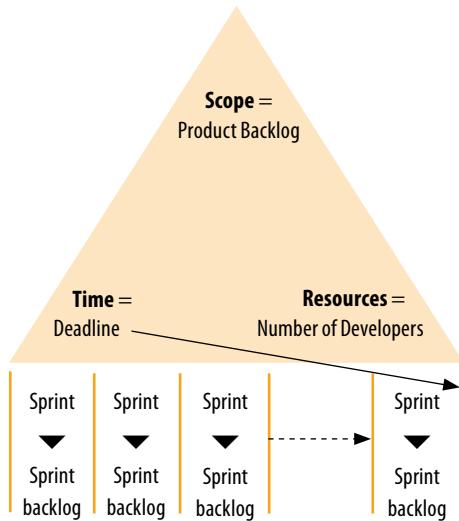


**Ongoing work or Work-in-Progress (WiP).** *Cards scattered across the columns. Available resources limit how many cards can be handled at once.*

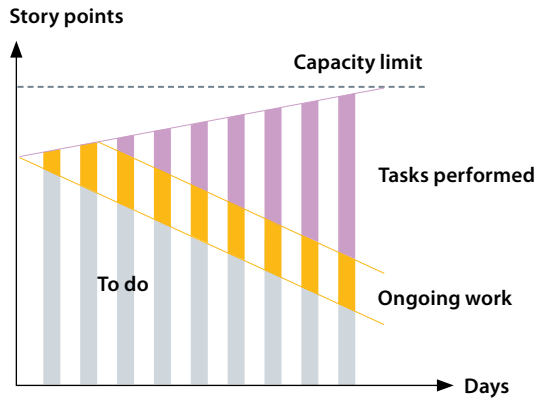


**Done.**  
*All cards are in the last column.*

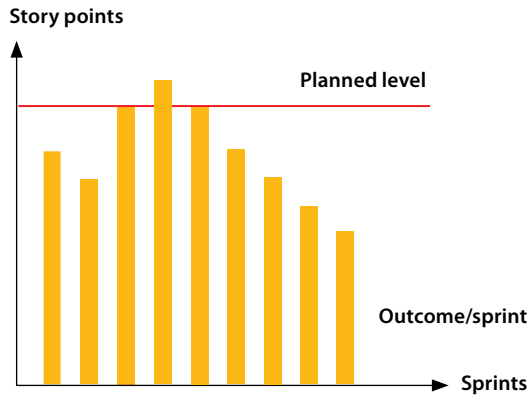




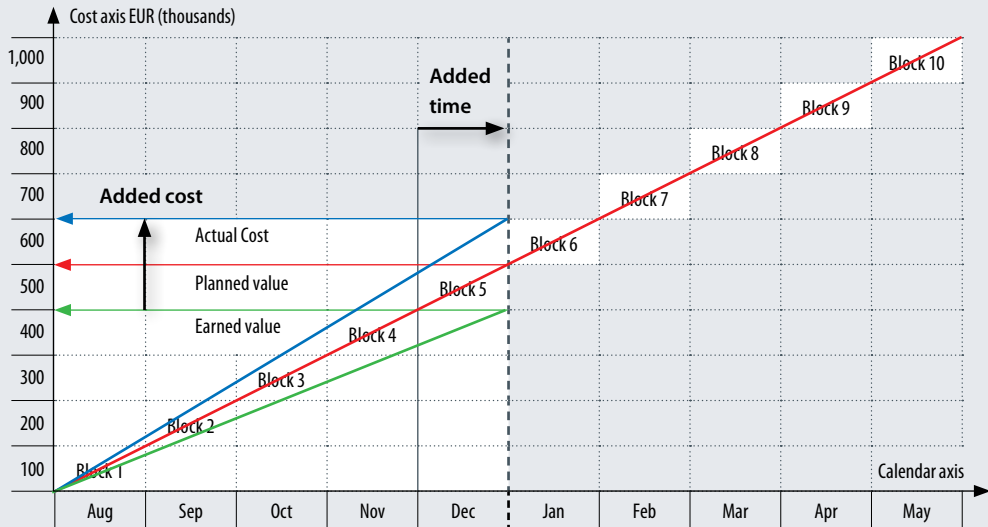




► Burndown chart.



► Burn rate.



- Planned Value
- Actual Cost
- Earned Value

<b>Construction project</b>	Moving in to the house. Opening the office. Opening the road or bridge for traffic.
<b>Product development</b>	Starting manufacturing of the product. Testing the product in real-life conditions. Performing the first training class of the course.
<b>System development</b>	Launching the client's system. Training users. Building an organization for operation and administration.
<b>Marketing</b>	Initiating the ad campaign. Opening the fair to visitors. Starting to sell the service.
<b>Organizational development</b>	Starting to work in accordance with the new routines. Staffing the new sales office. Carrying out the competence development.