

**Supplement to the article "Towards A Periodic Table of Visualization Methods for Management" from [http://www.visual-literacy.org/periodic\\_table/periodic\\_table.pdf](http://www.visual-literacy.org/periodic_table/periodic_table.pdf)**

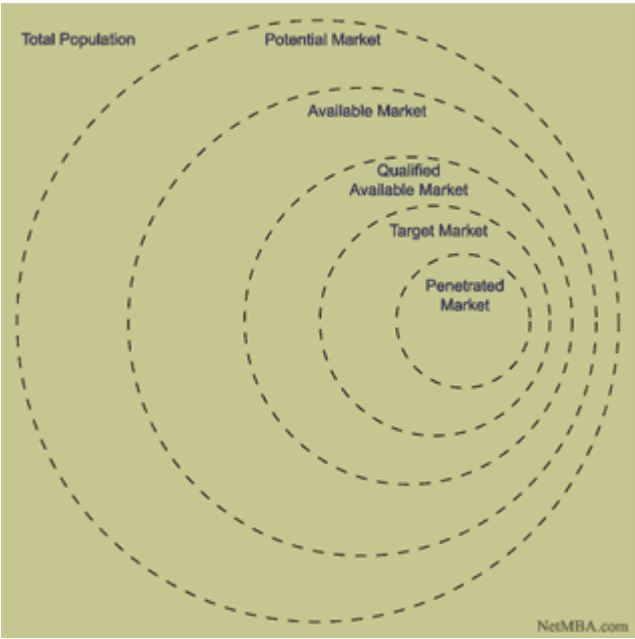
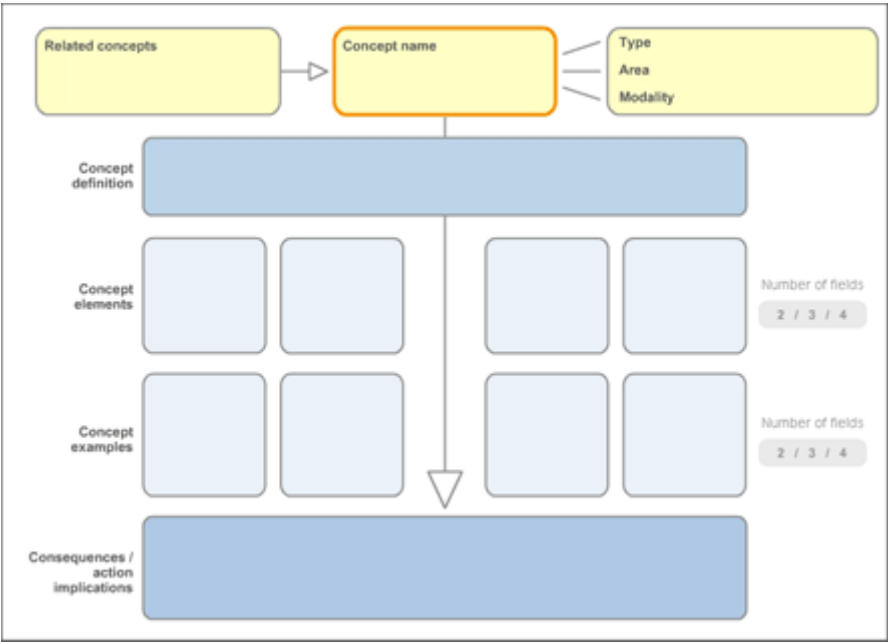
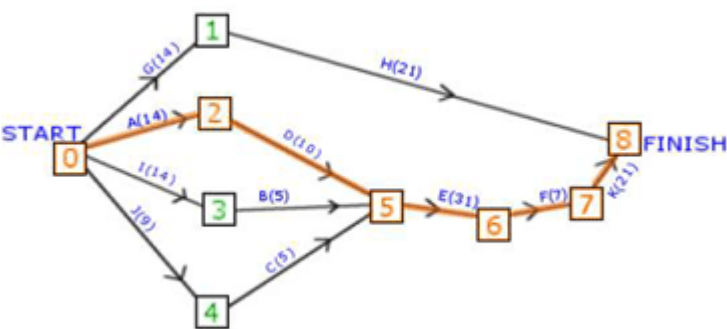


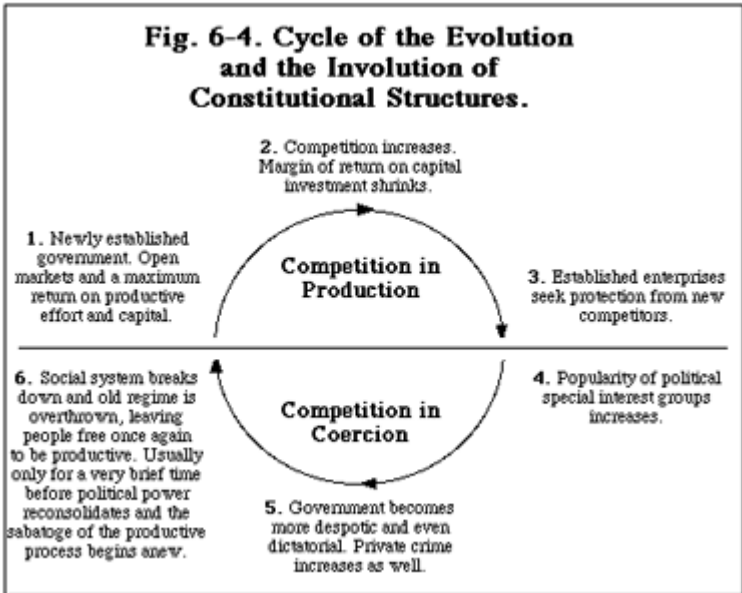


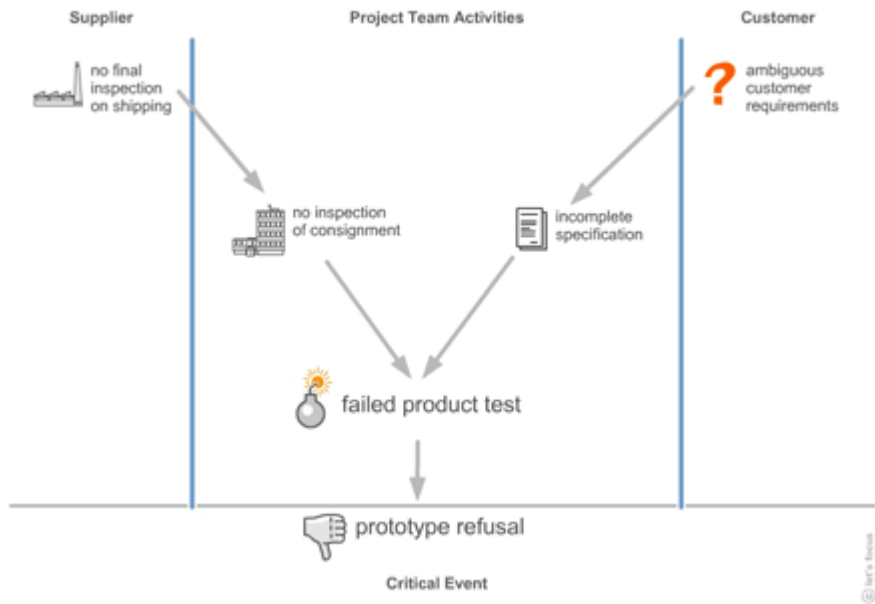
Figure 1.6.3: Radiating Ideas from the Broader Problem Definition



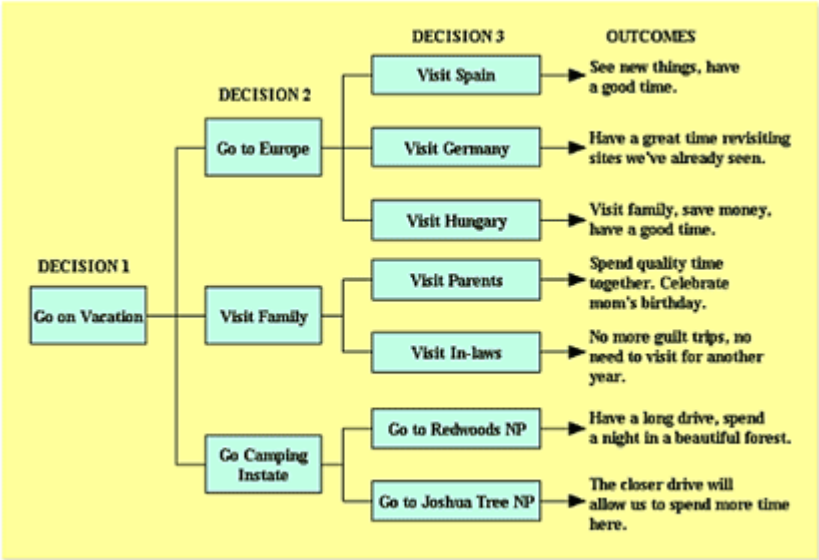


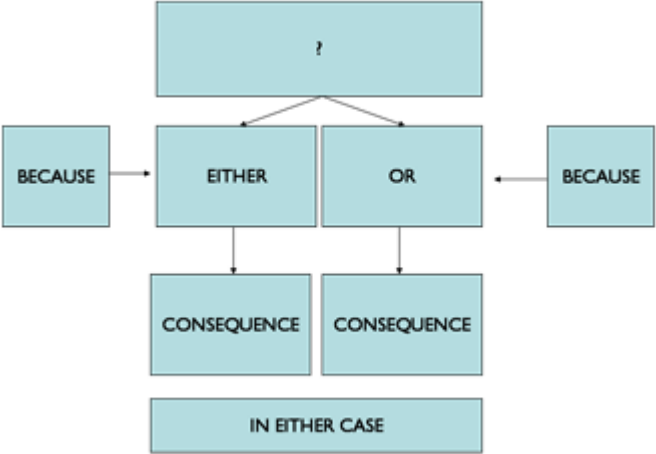


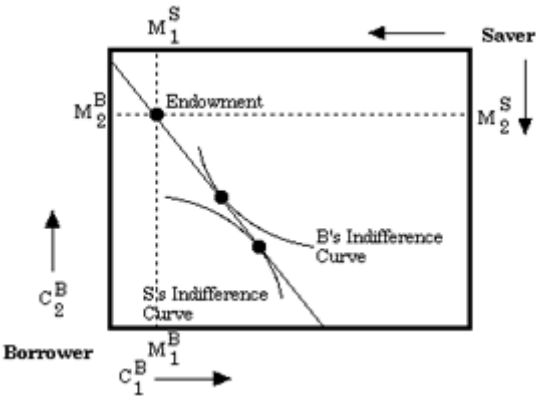




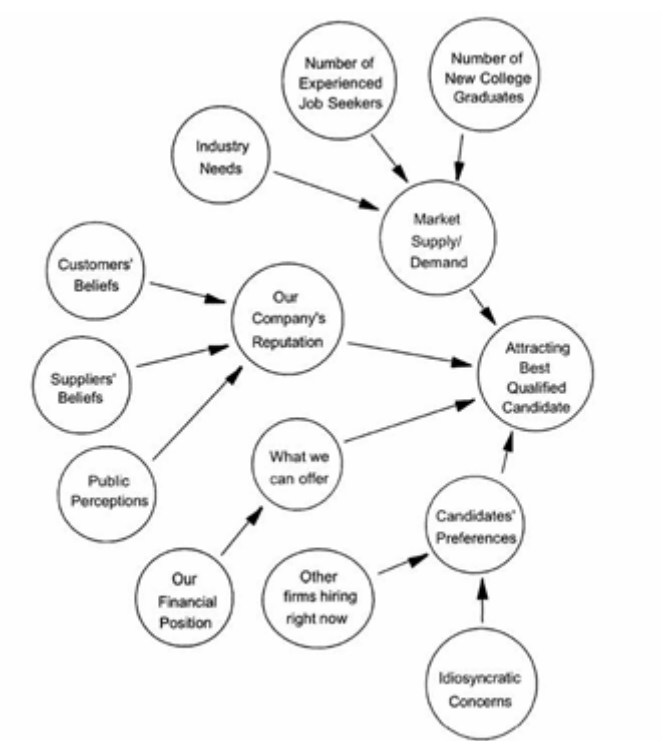


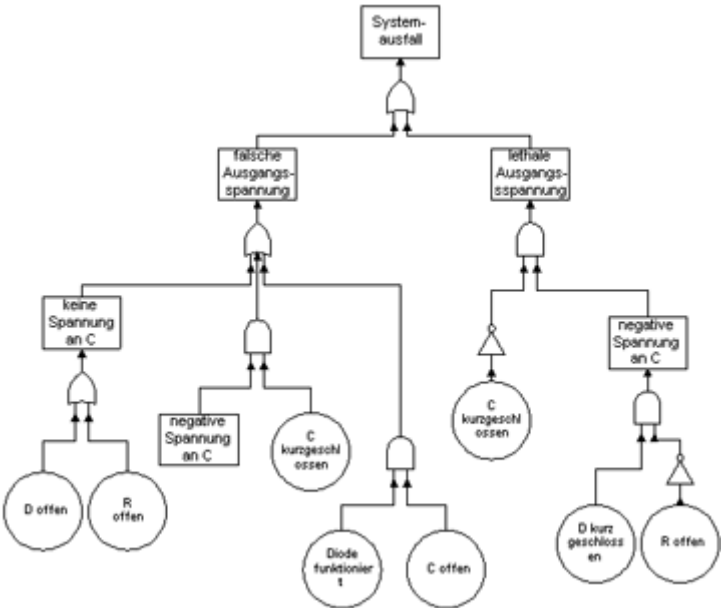


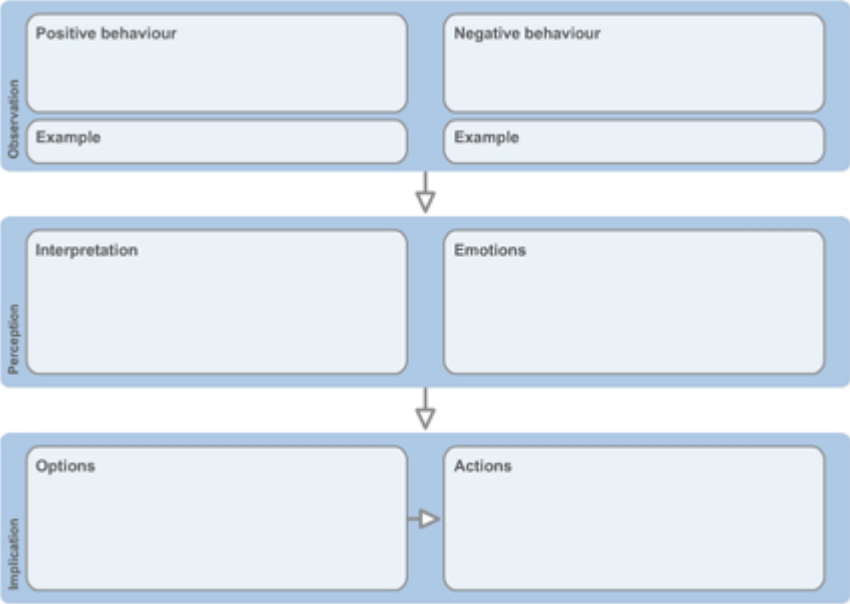










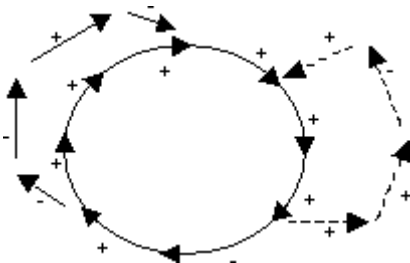


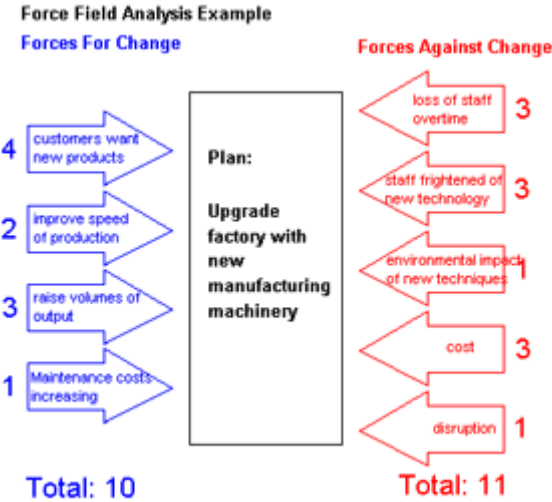


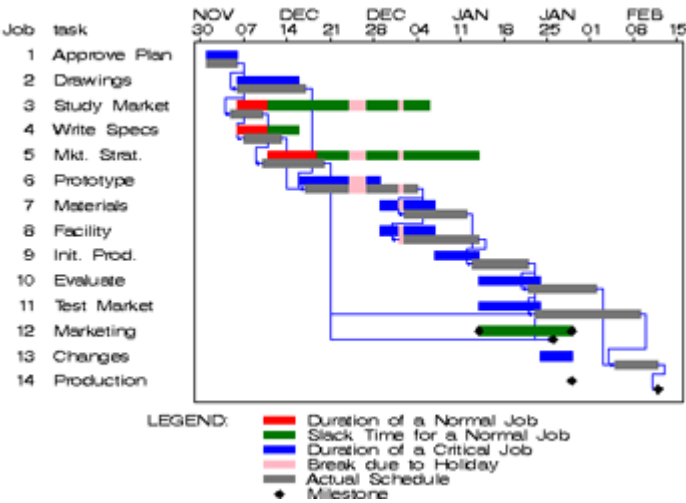


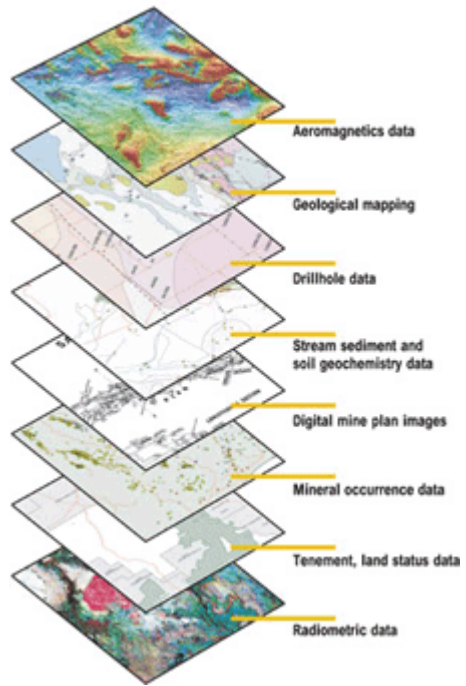


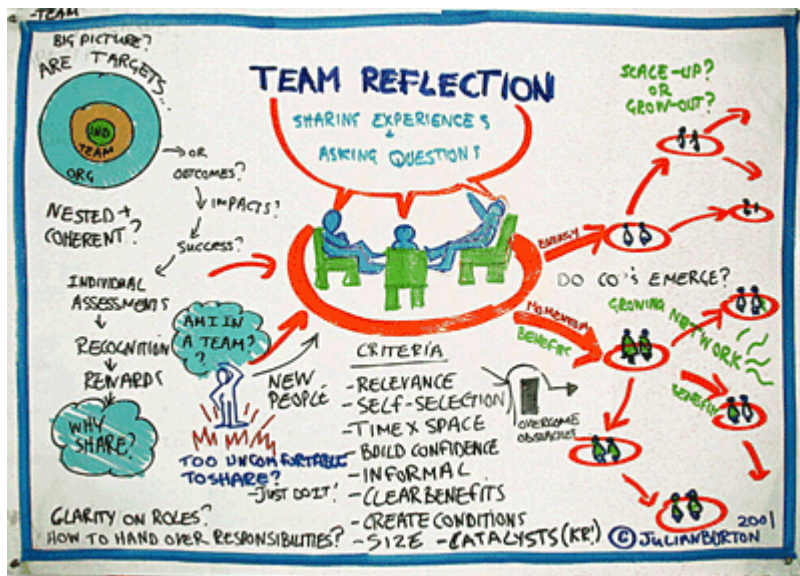


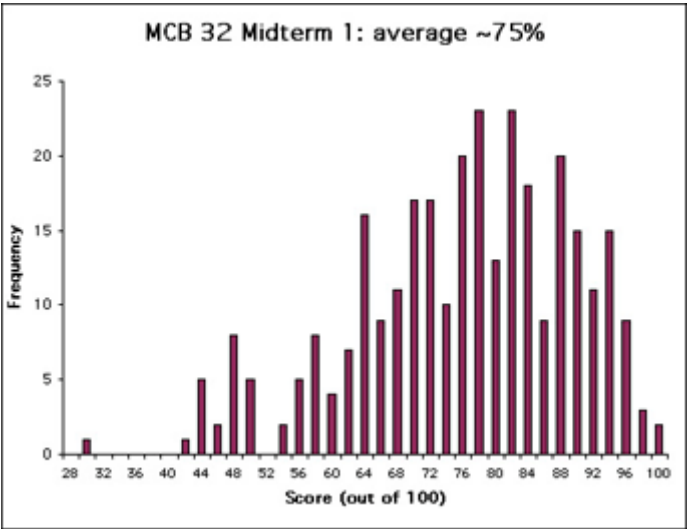




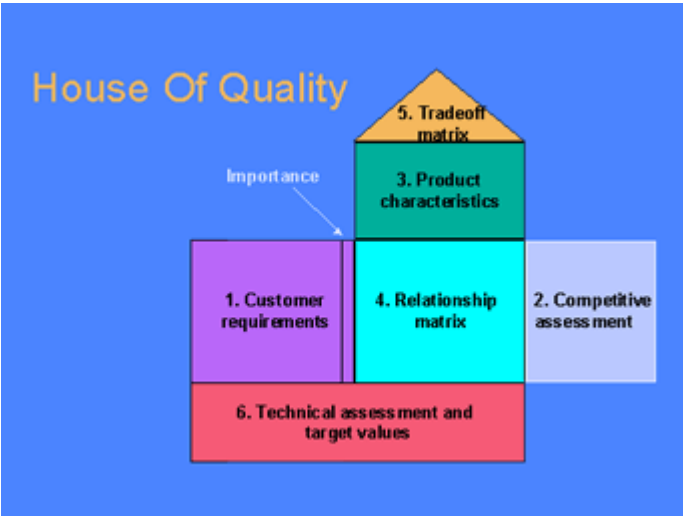








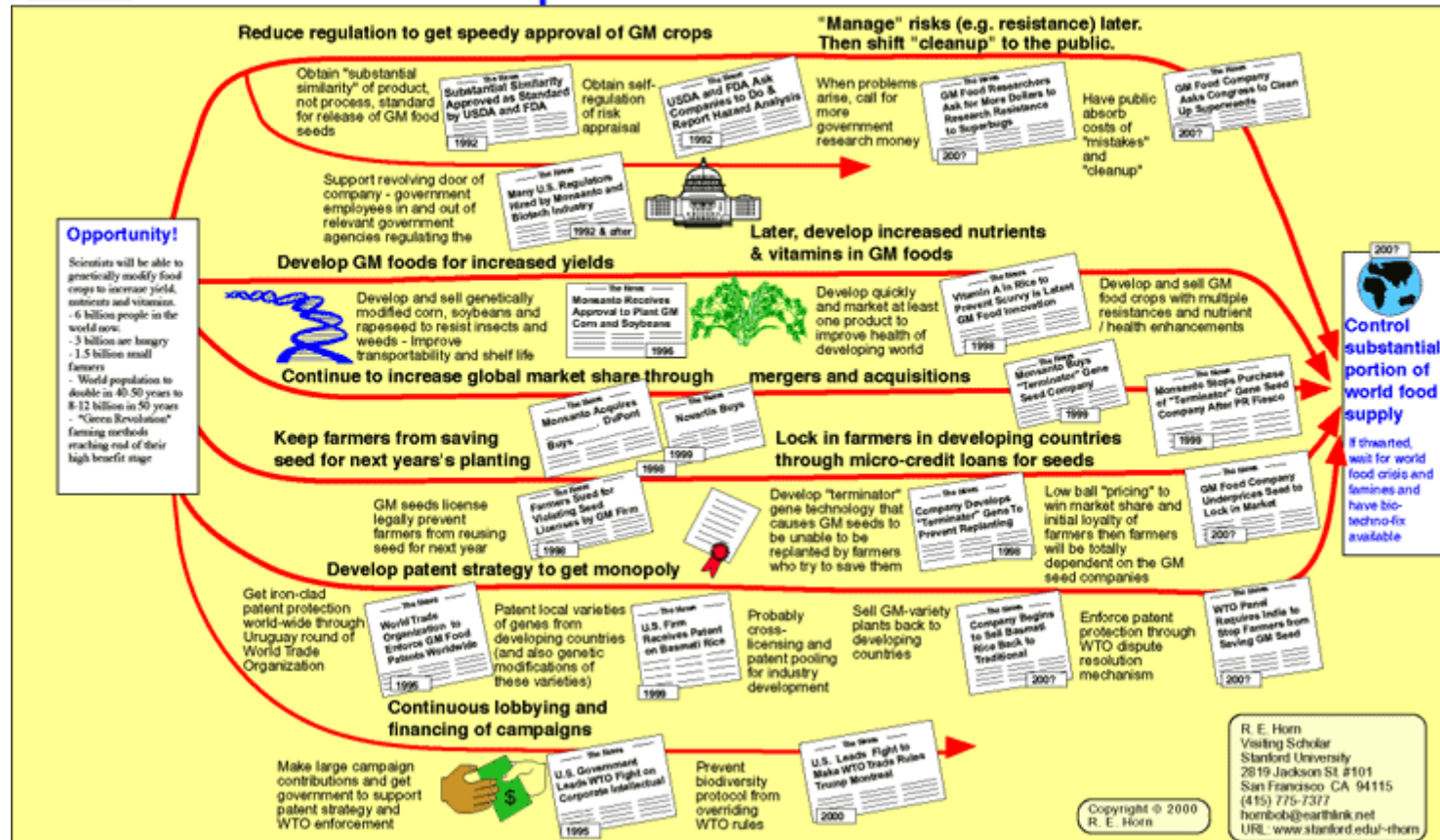


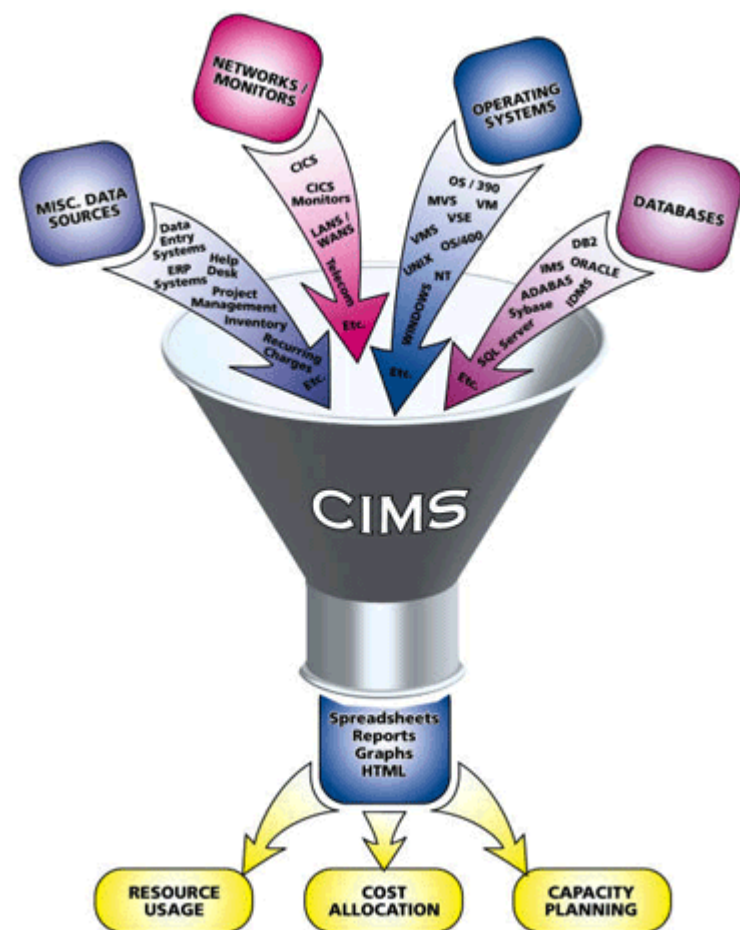




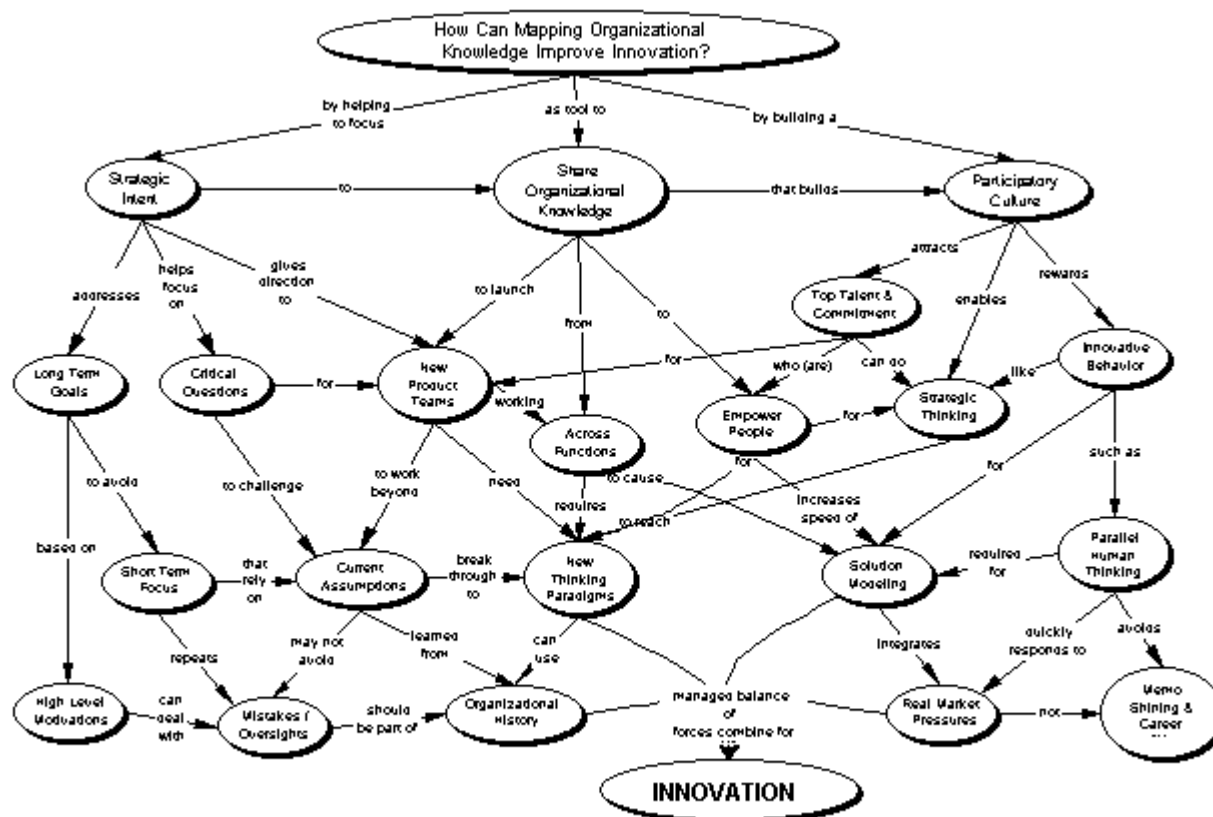
**DRAFT v.1**  
Please send comments  
and suggestions to:  
hombob@earthlink.net

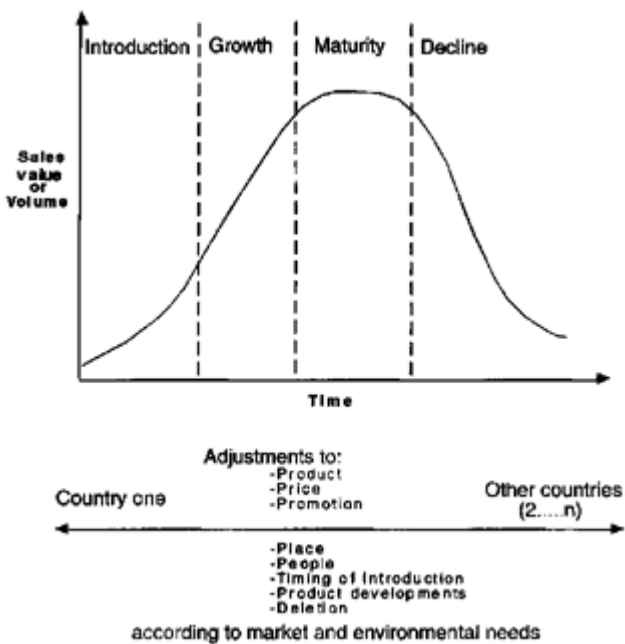
## Apparent strategy of genetically modified food companies

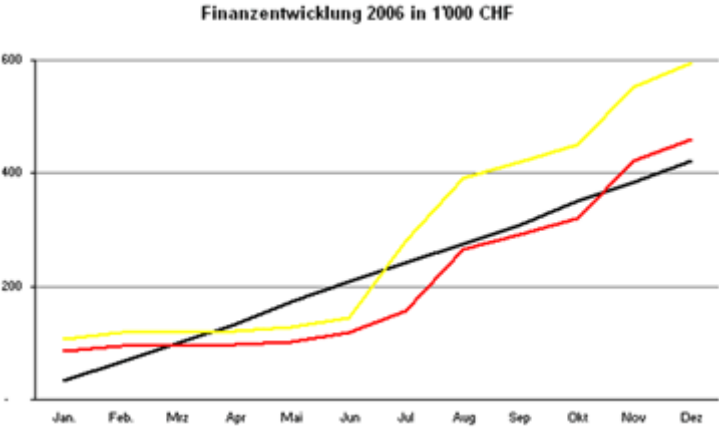




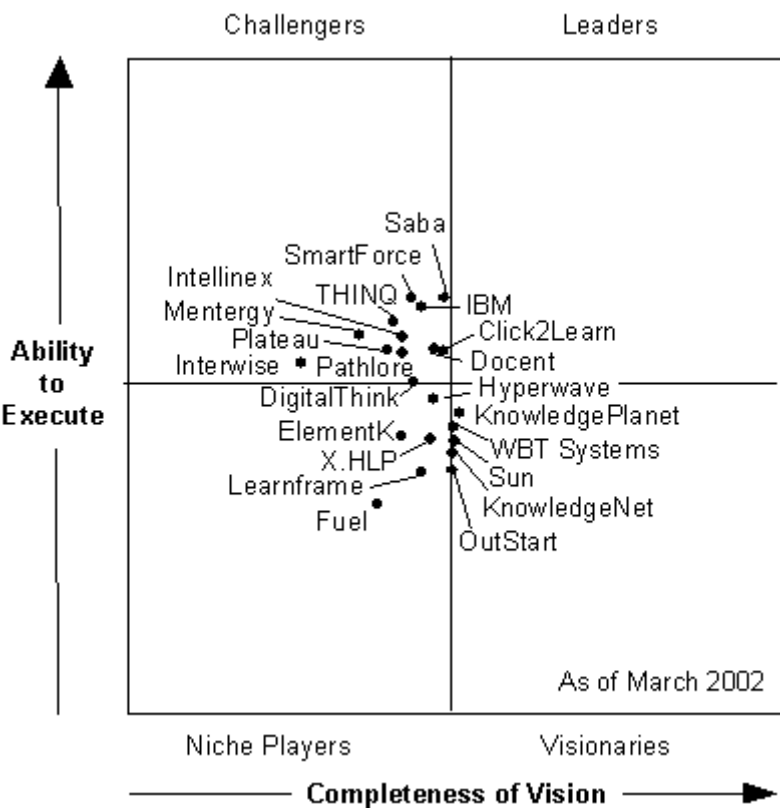




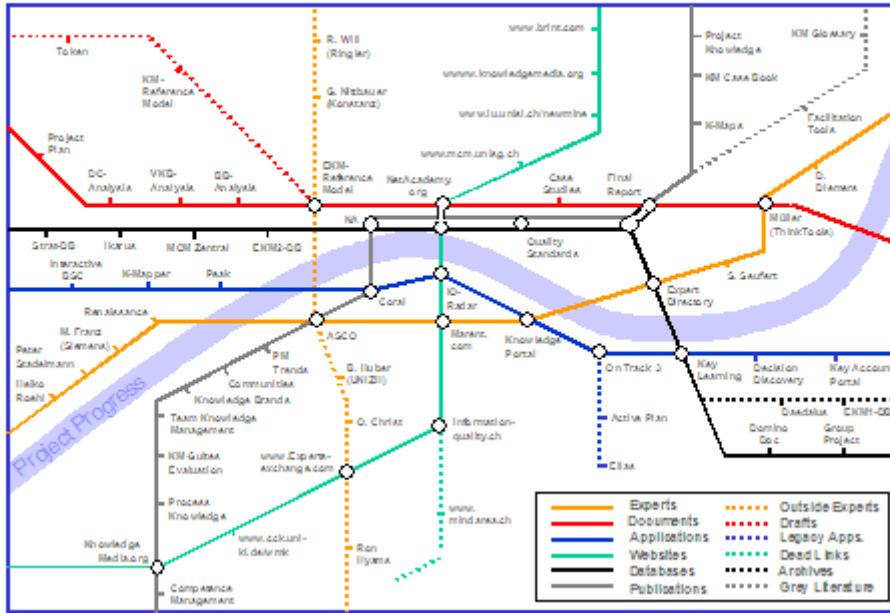


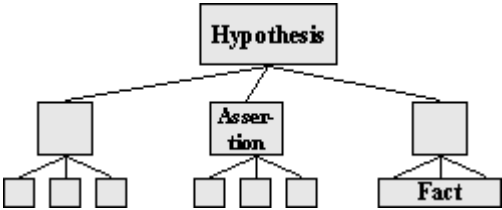




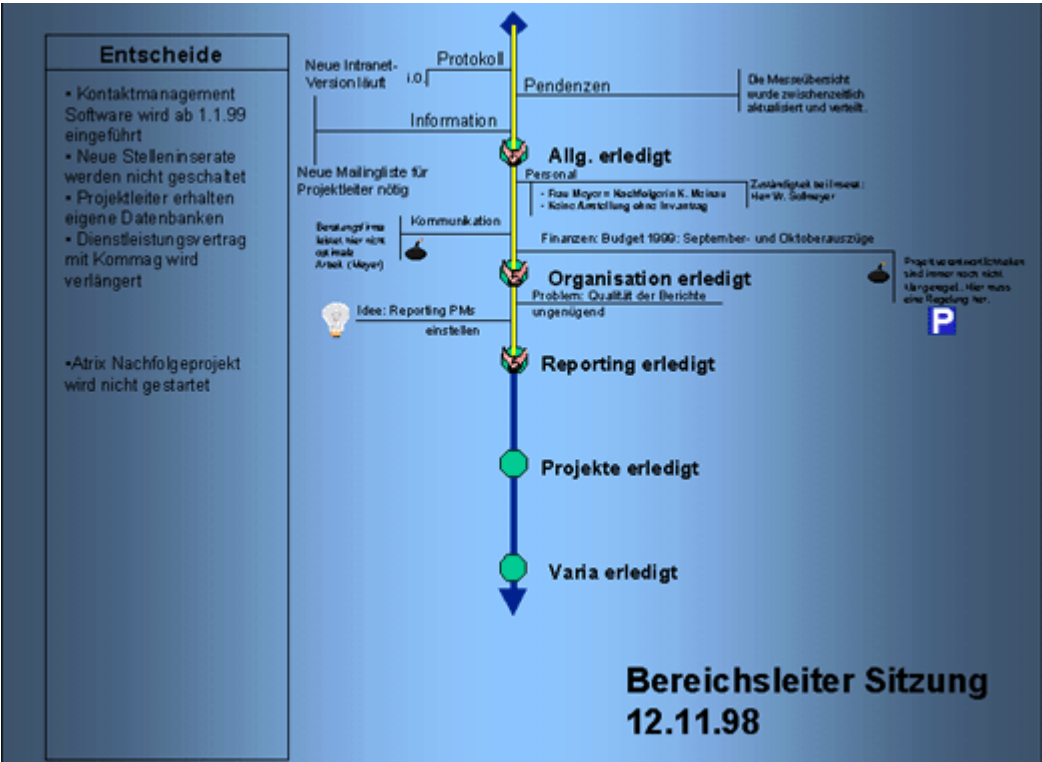


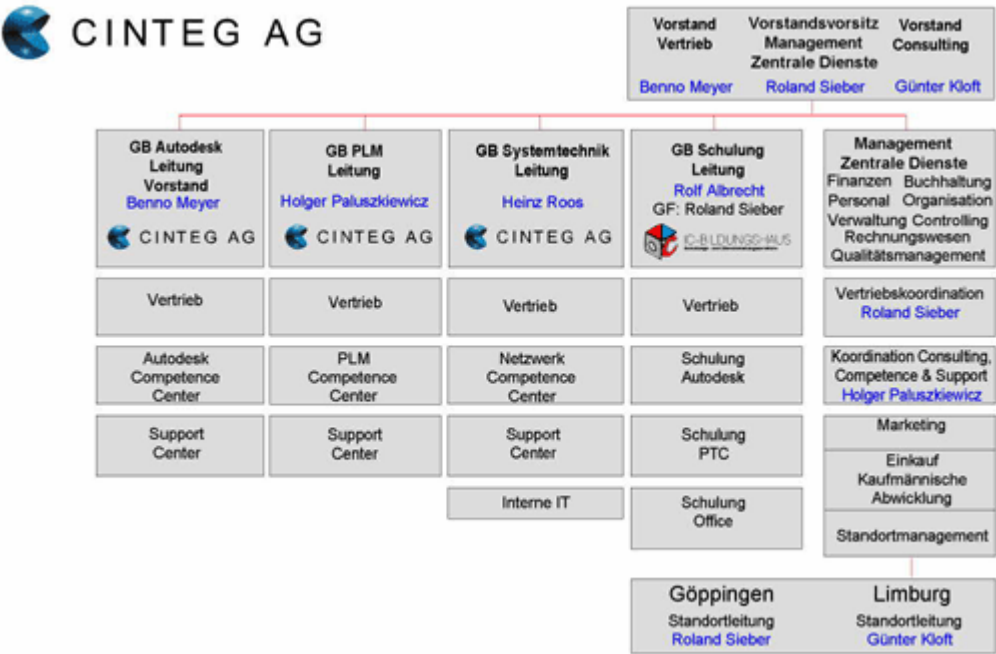
## Project Underground

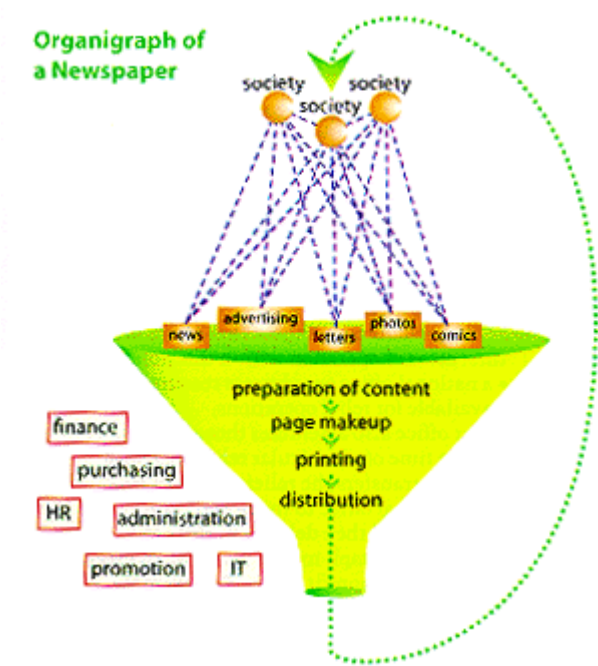


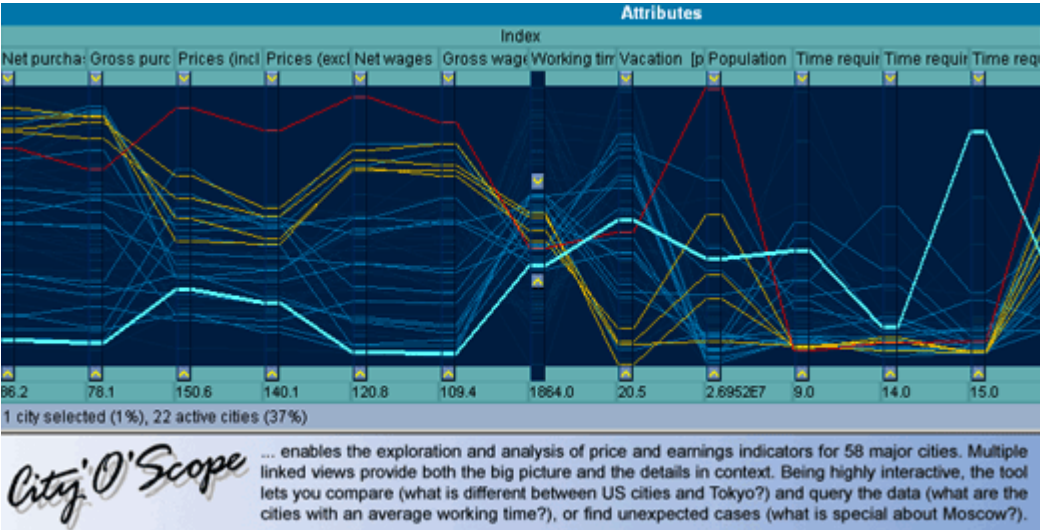


IDENTIFY RELEVANT OBJECTS			
PRIORITIZE OBJECT			
OBJECT IS COMPATIBLE WITH STRATEGY			
TRUE		FALSE	
DESCRIBE THE STRATEGIC GOALS THAT CAN BE REACHED WITH THE OBJECT	OBJECT CAN BE ADAPTED		REGISTER OBJECT IN THE REPOSITORY
	Yes	No	
PROVIDE INDICATORS TO MEASURE GOAL COMPLETION WITH REGARD TO THE OBJECT	CALCULATE ADAPTATION COSTS FOR STRATEGIC FIT		
	THE COSTS ARE BELOW 10%		
	YES	NO	
	ELABORATE PLAN	REGISTER OBJECT FOR MONITORING	
	SUBMIT PLAN		

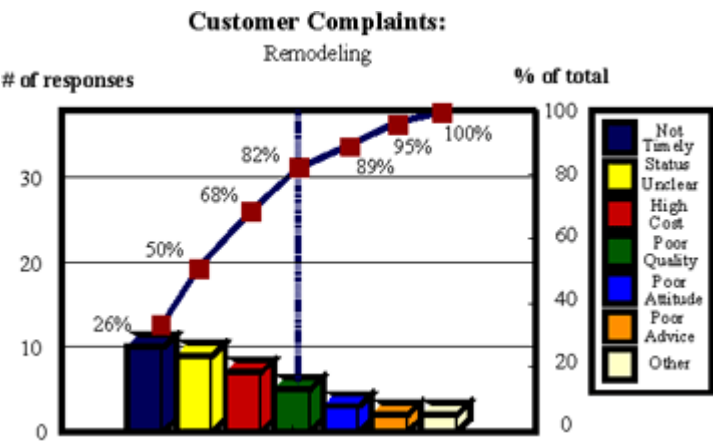


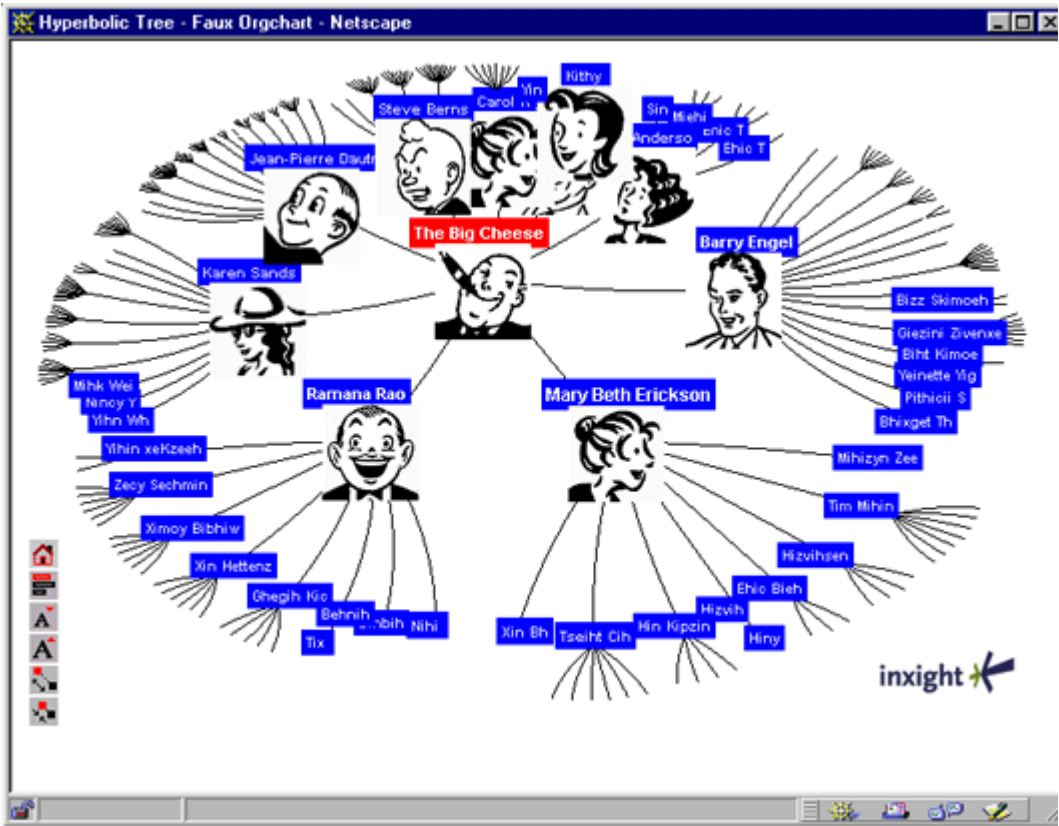


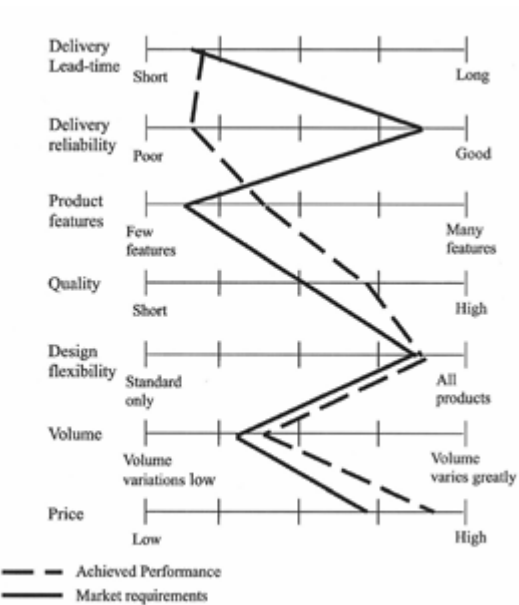


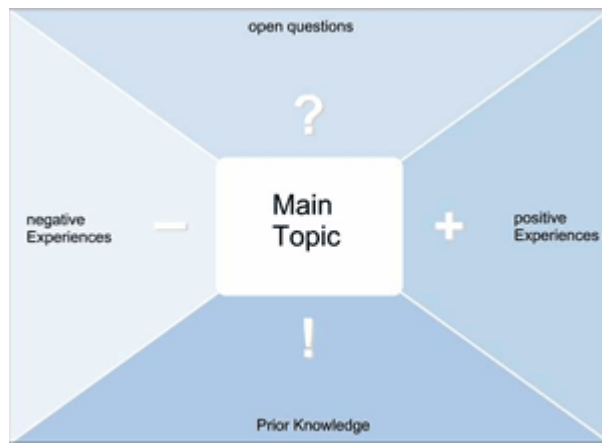


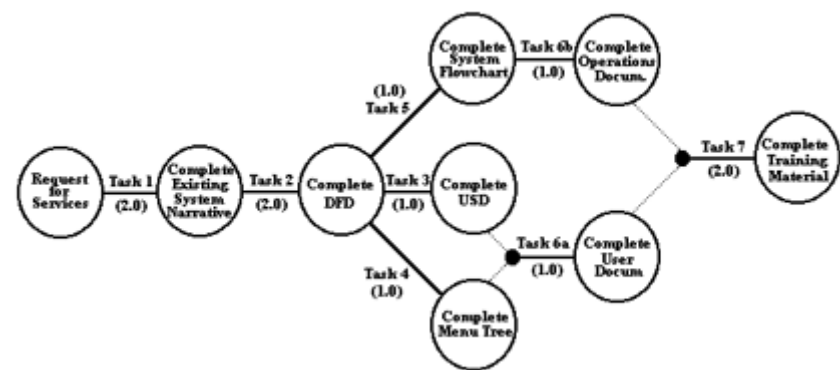






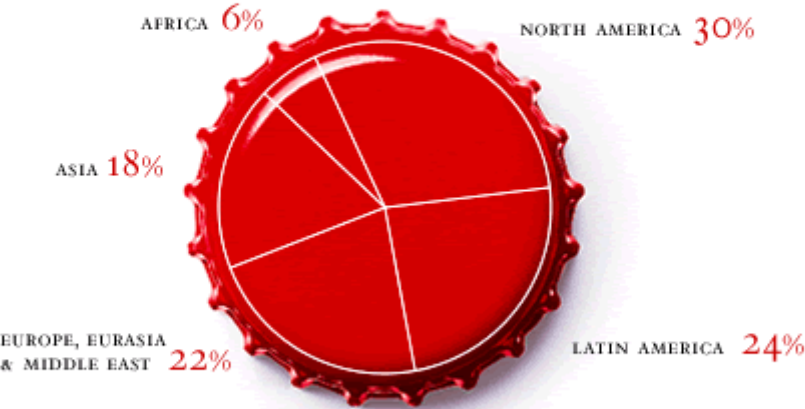


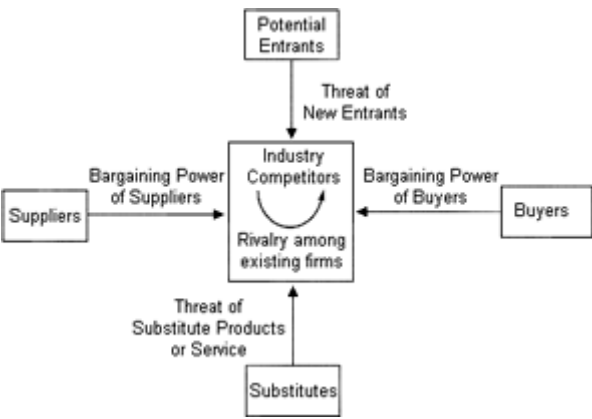


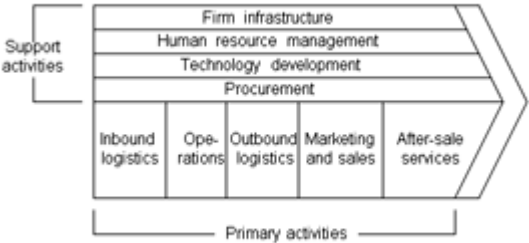


2002  
OPERATIONS REVIEW

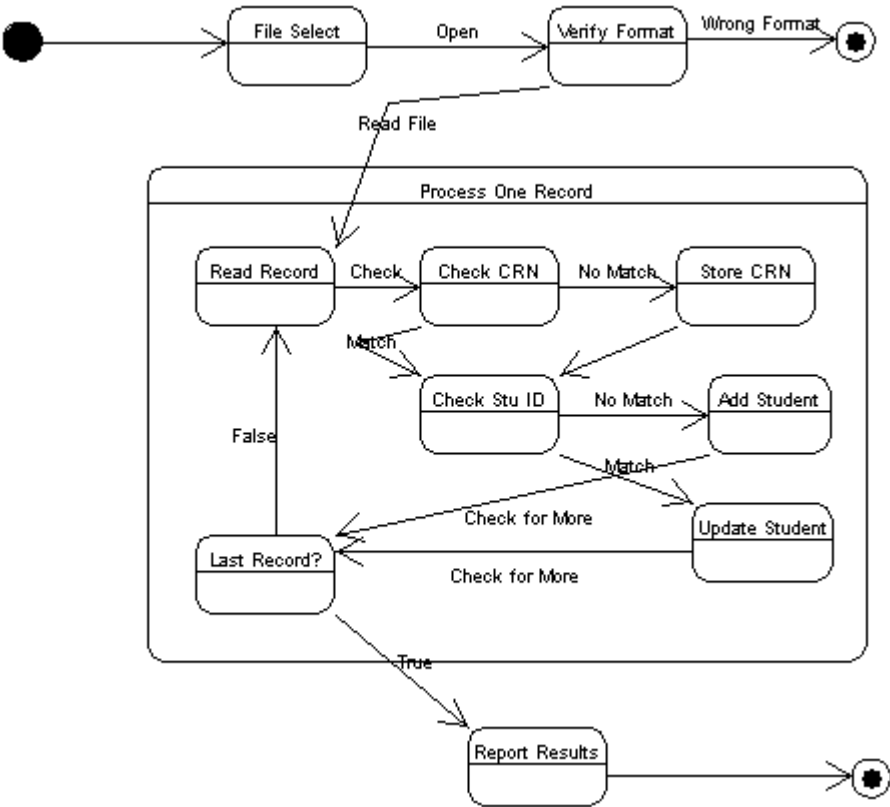
WORLDWIDE UNIT CASE VOLUME BY OPERATING SEGMENT  
Worldwide Total: 18.7 billion

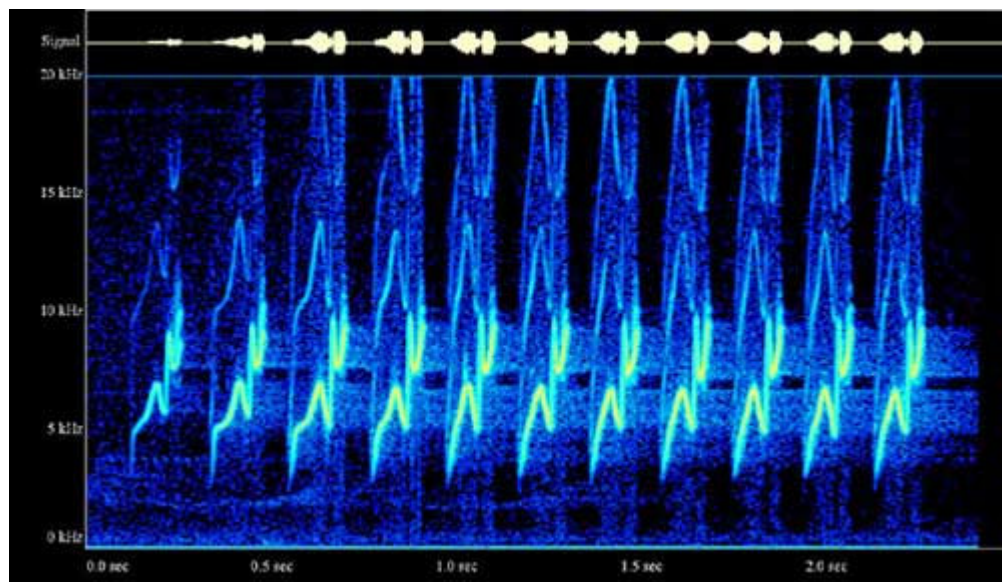


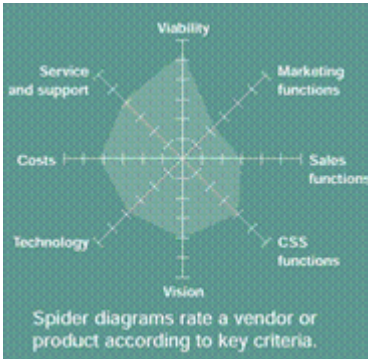


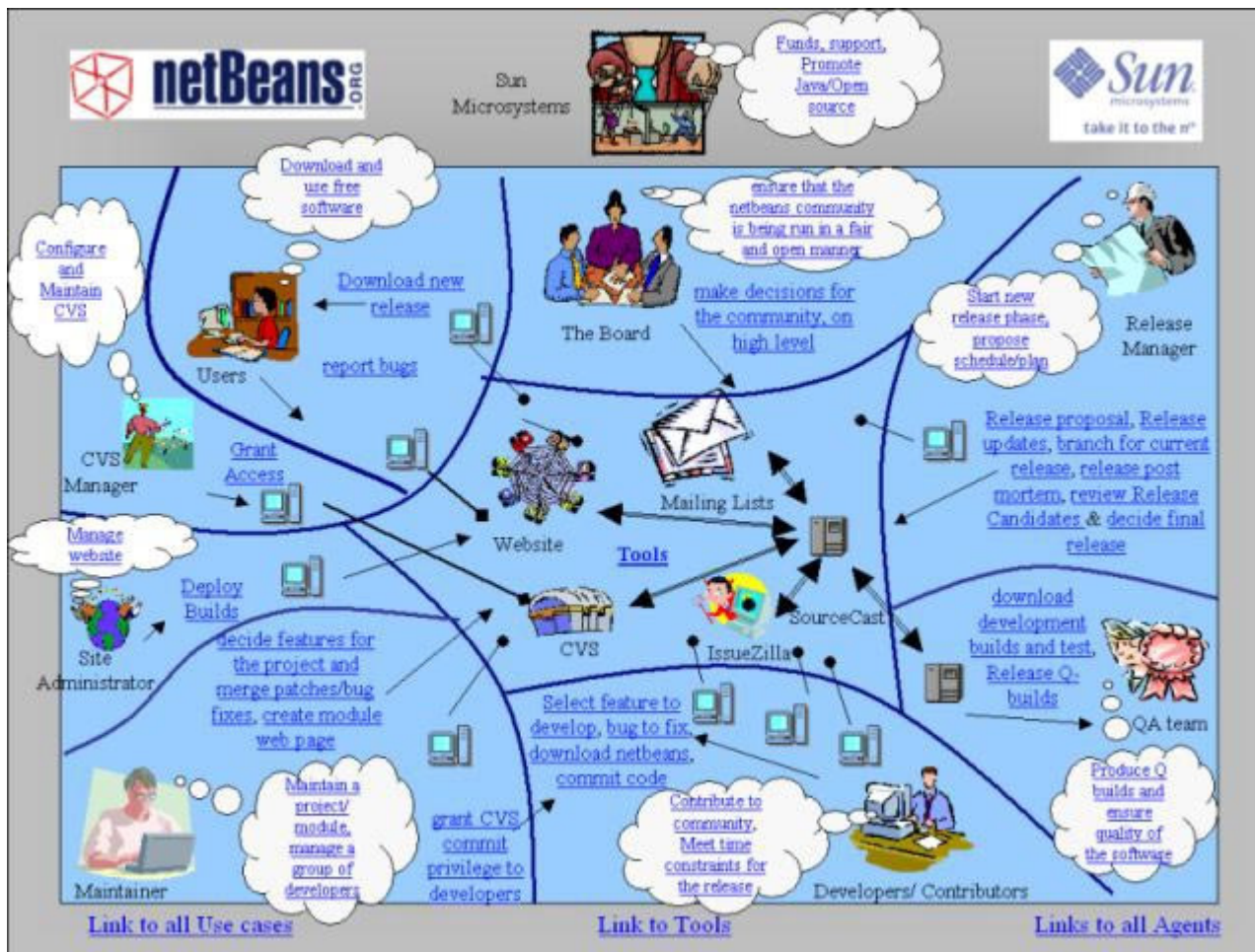


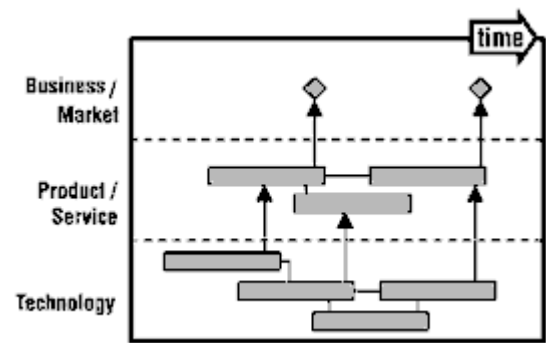












FUNCTIONALITY

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COMPATIBILITY

FLEXIBILITY

VENDOR QUALITY

TOTAL COST OF OWN S/L

AUTHORING TOOL

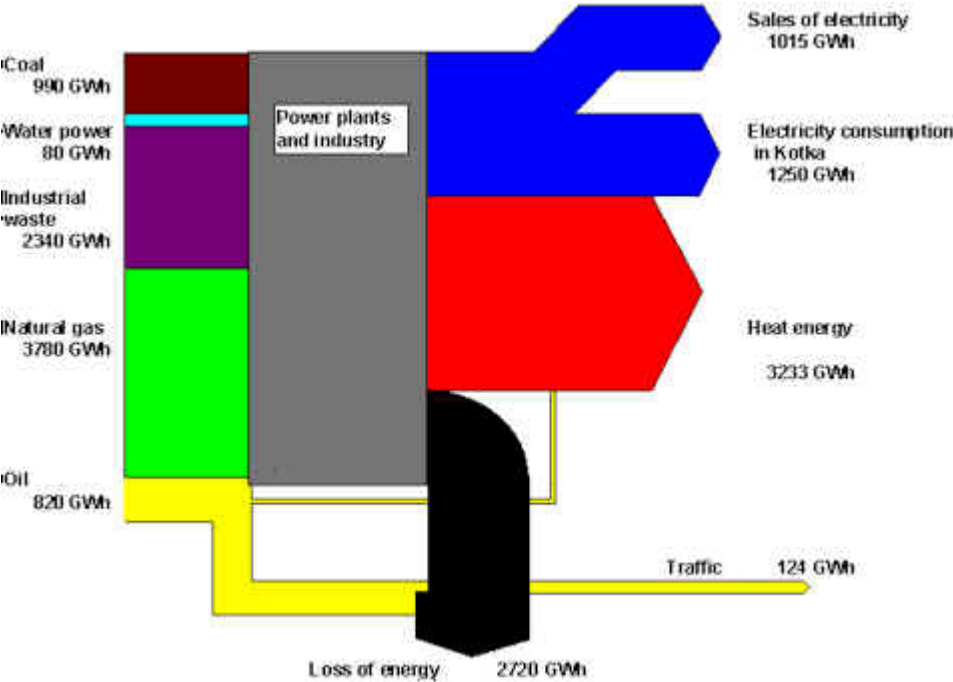
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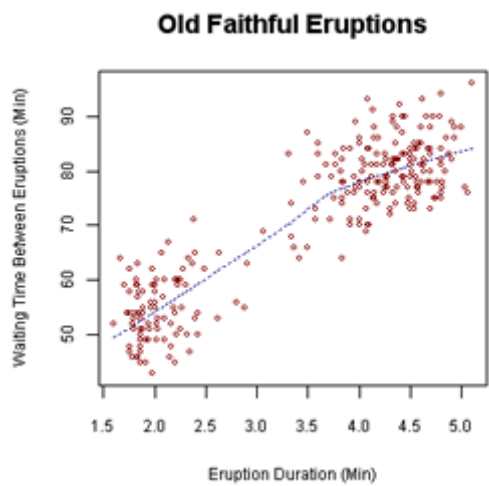
lets-focus ruler

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USI

ONLY COURSE ADMIN	ADMIN & TR	ADM/TRACK/ HOST	LMS	LMS INCL. AUTHORIZING
STANDARDS	XML & WINDOWS	SAP HR	NUMERO INTERFA	FULL (INCL. SCORM)
NO FLEXIBILITY	ADAPTATION BY SUPPLIER	ADAPTATIO SERVICE	ADAPTATION BY PROGR.	AAPT. BY EVERYONE
BAD REPUTATION	NO REPUTATION	MODERA REPUTAT	GOOD REPUTATION	RY GOOD PUTATION
>500 / user	300 / user	200 / use	100 / user	00 / user
NO AUTHORIZING TOOL	BASIC AUTHORI	STANDARD AUTHORIZING	GOOD THORIZING	VERY GOOD AUTHORIZING
1	2	3	4	5
E-LEARNING SYSTEM EVALUATION				







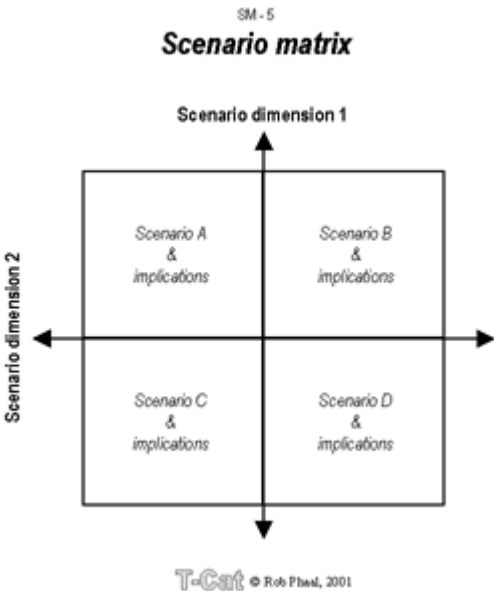
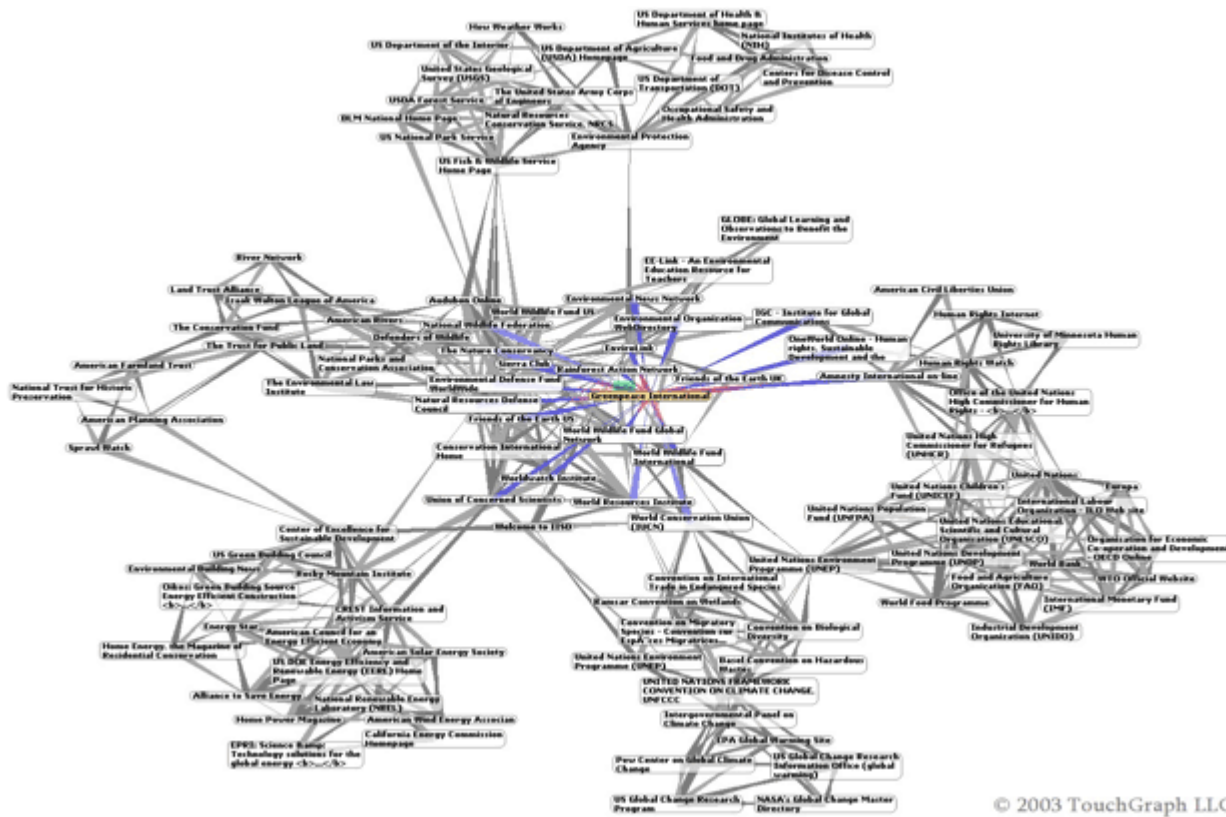
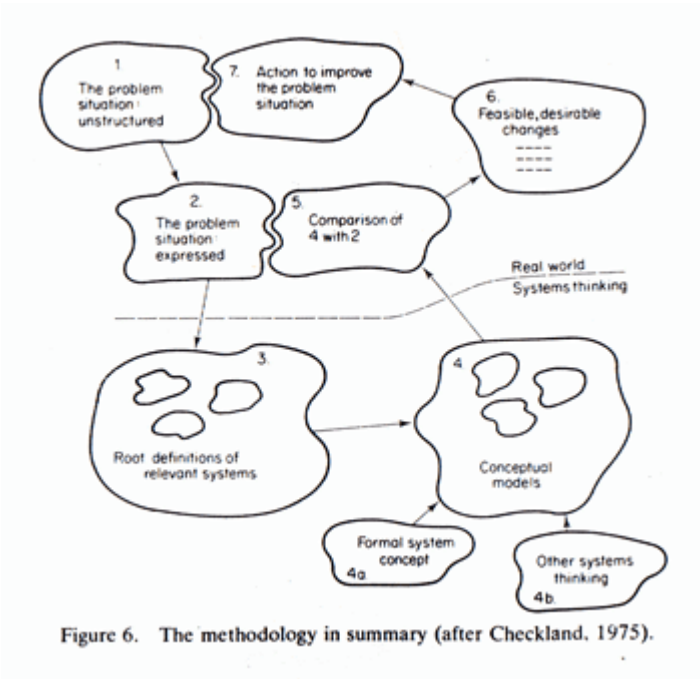
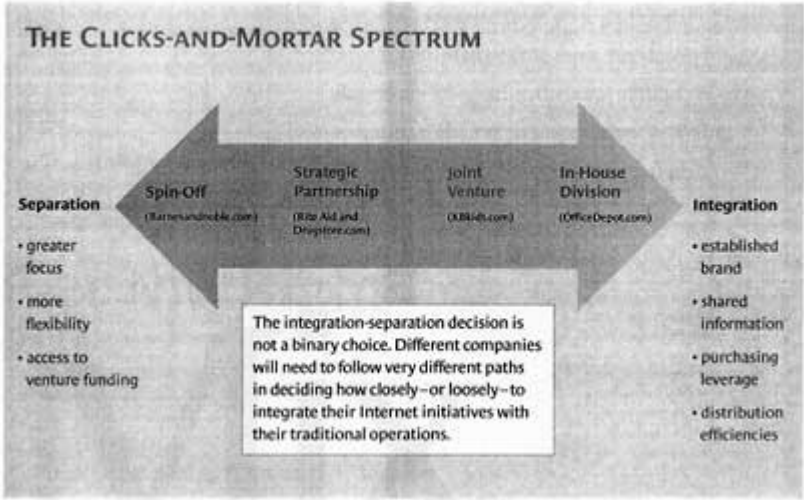


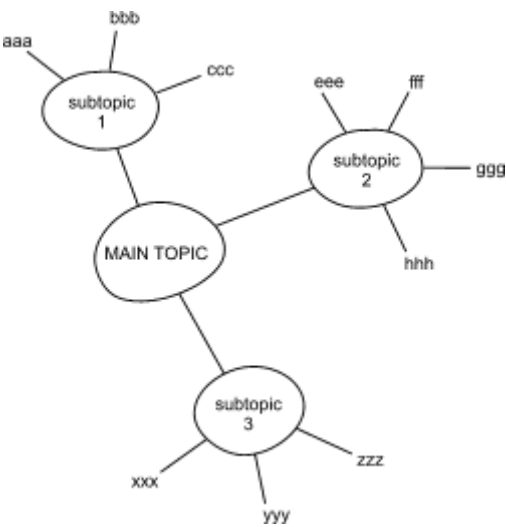
Figure 2. *The standard technology adoption S-curve.*











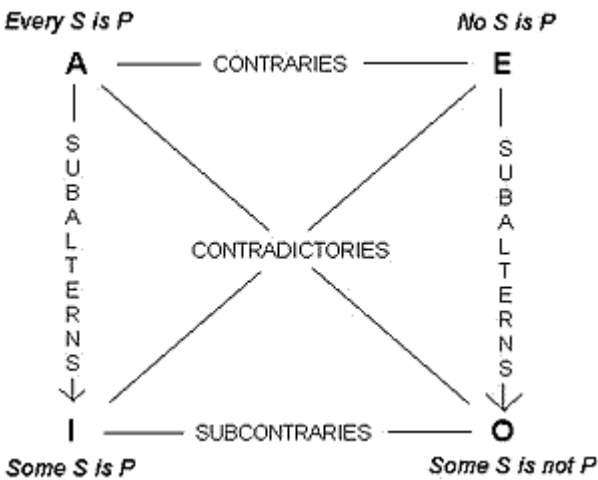
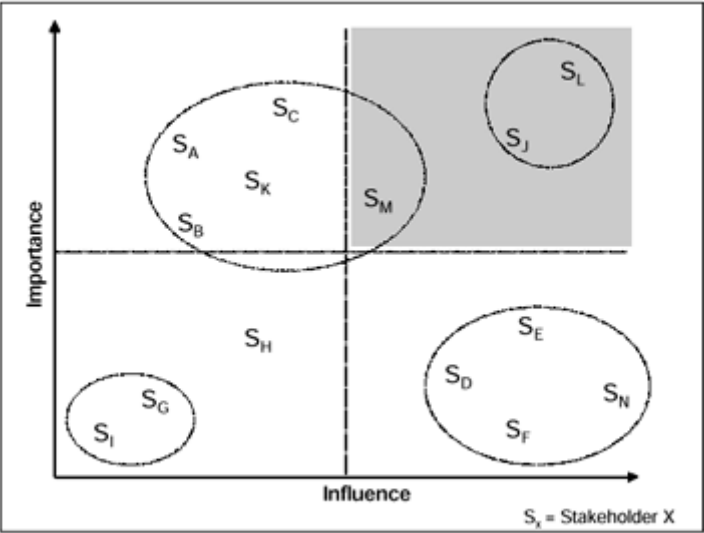


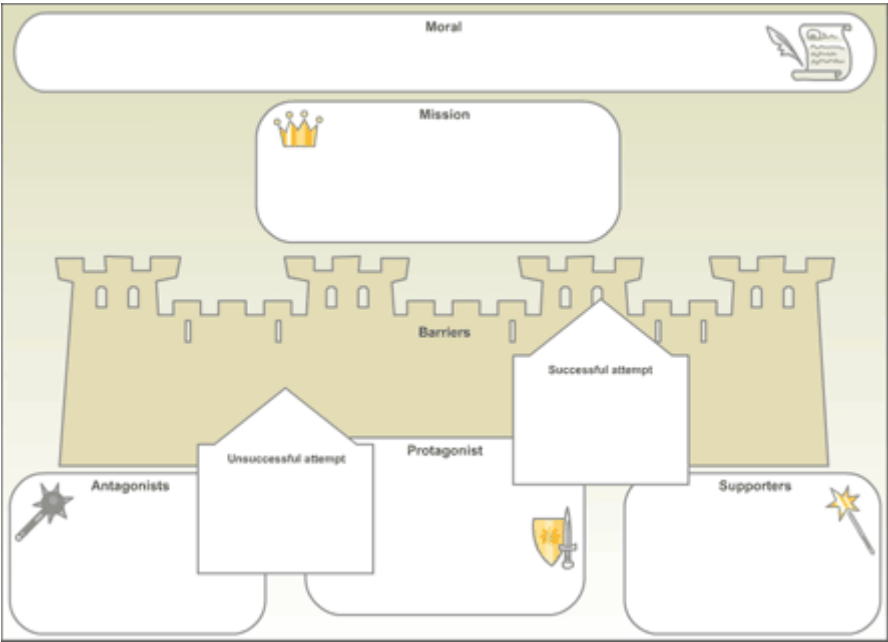


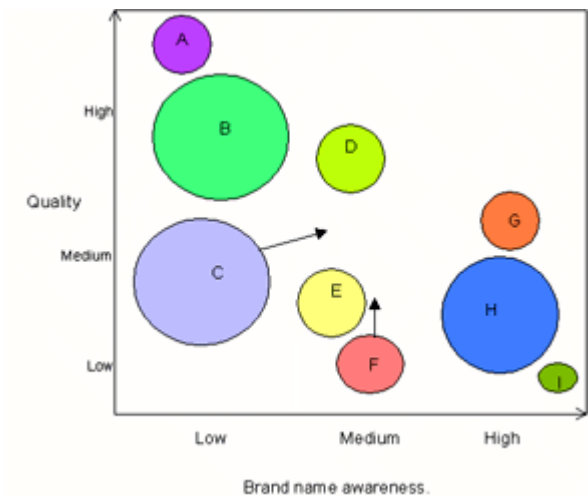
Figure 1. Example of a stakeholder analysis context diagram.

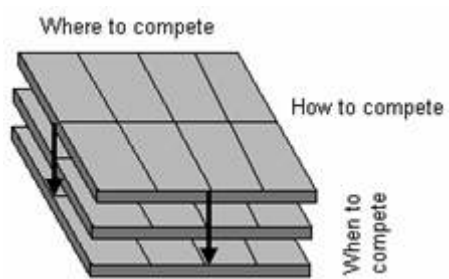


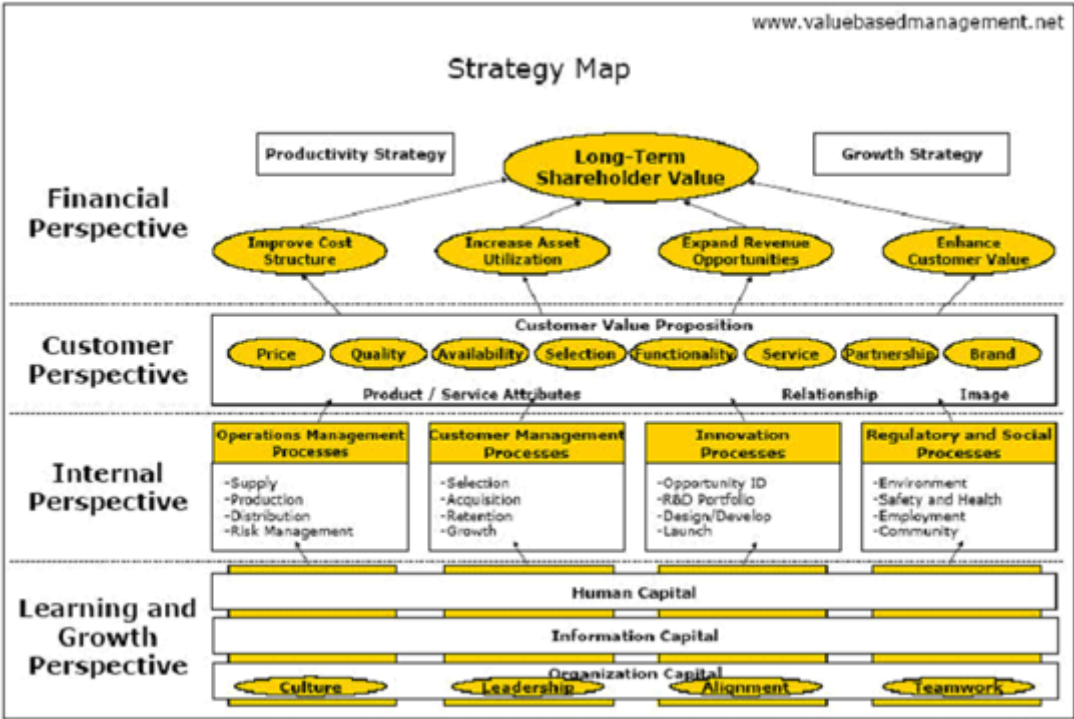
Figure 2. *Importance–Influence Classification*

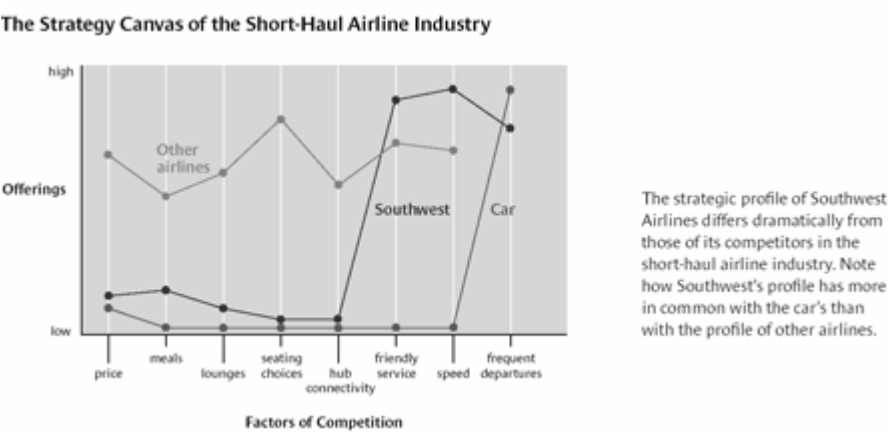


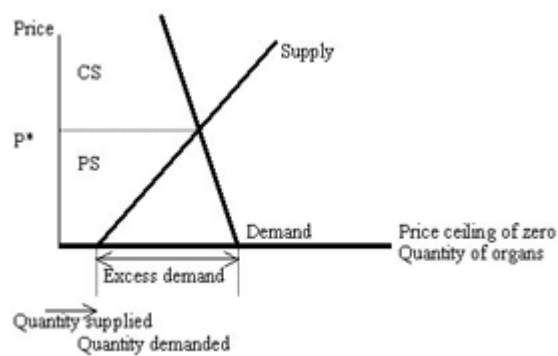


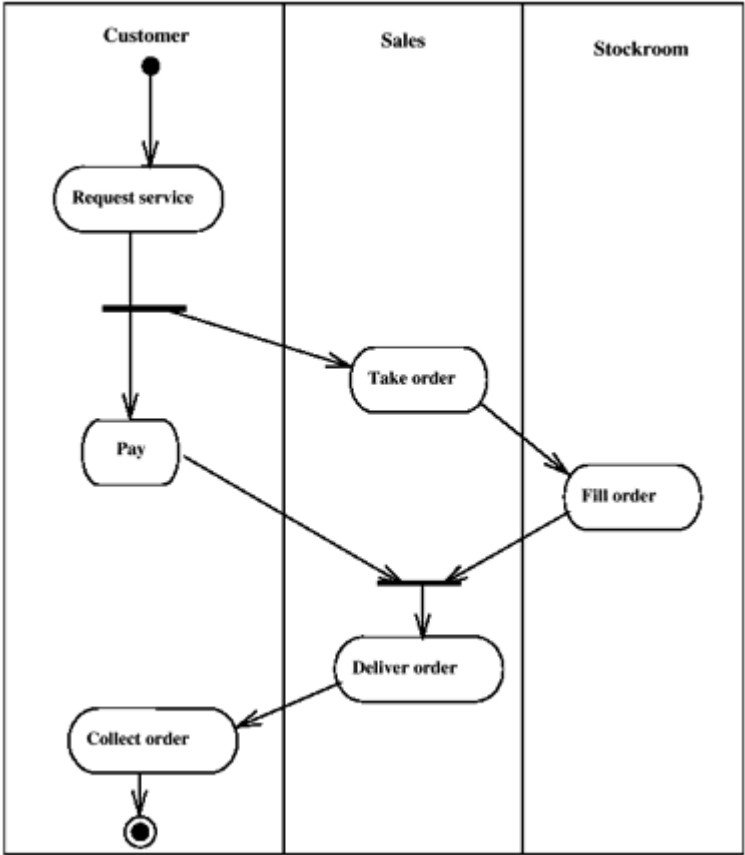




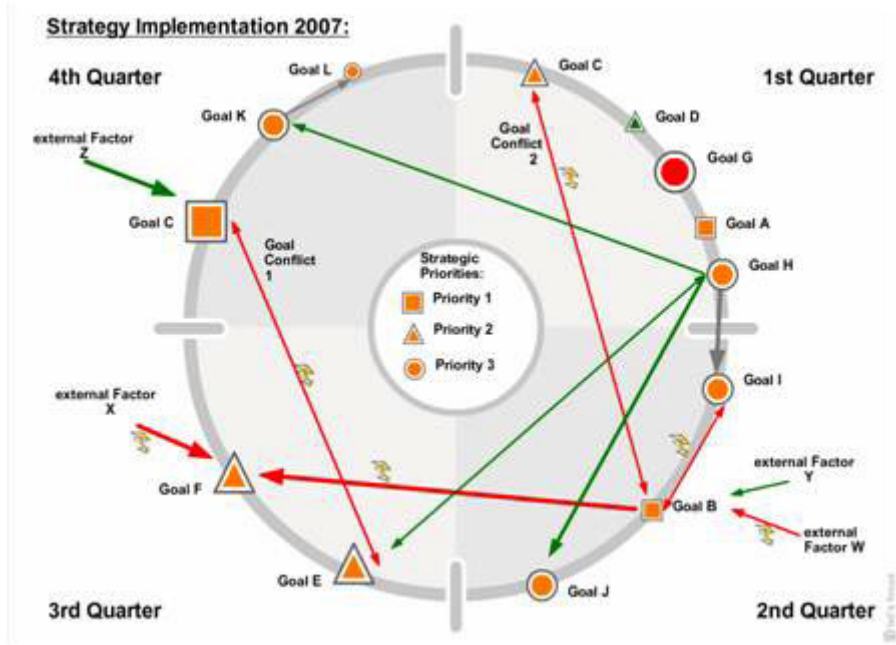






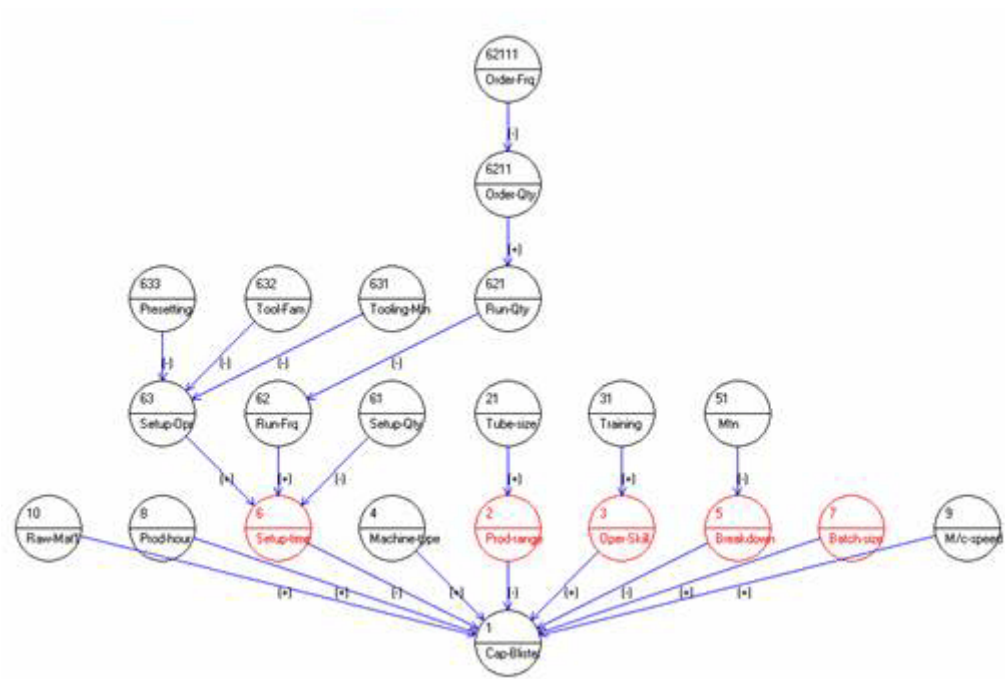


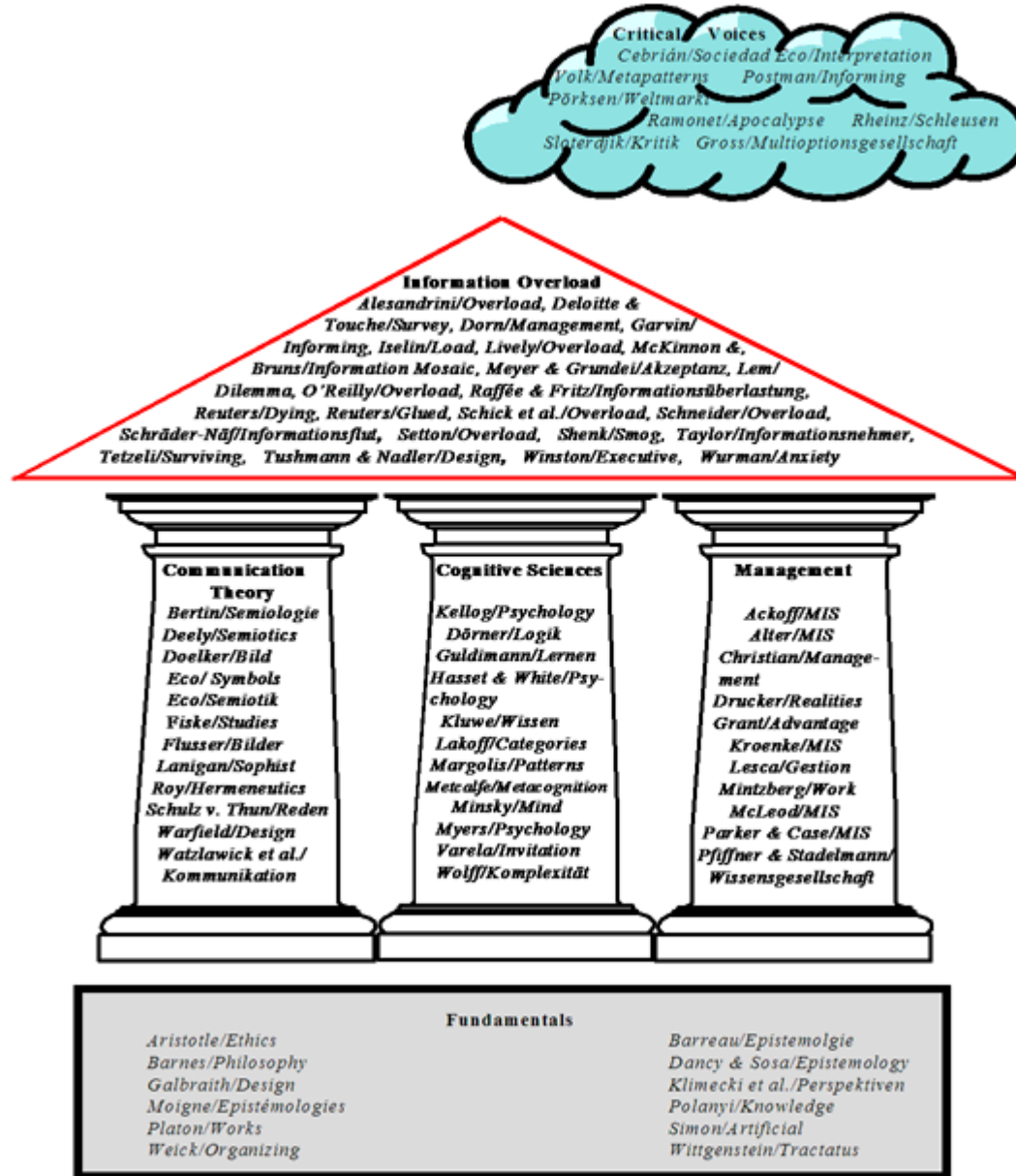


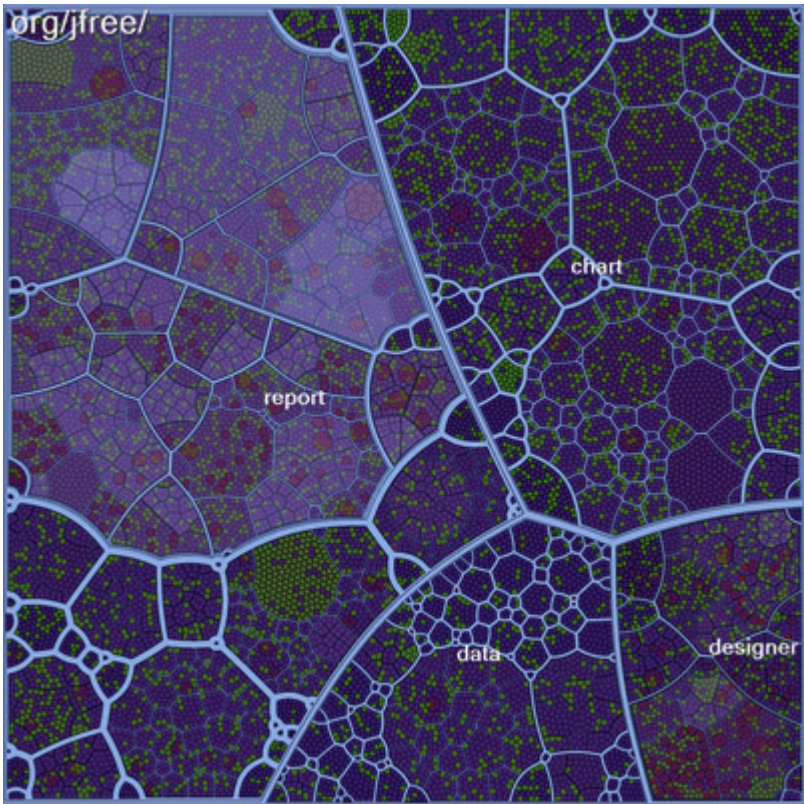


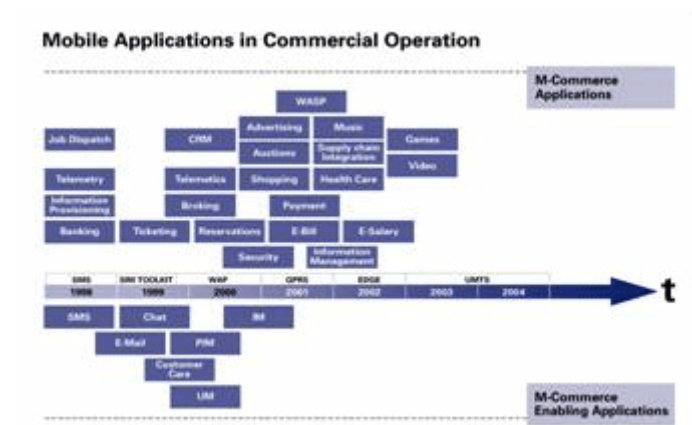
## Two Concepts of the Corporation: SBU or Core Competence

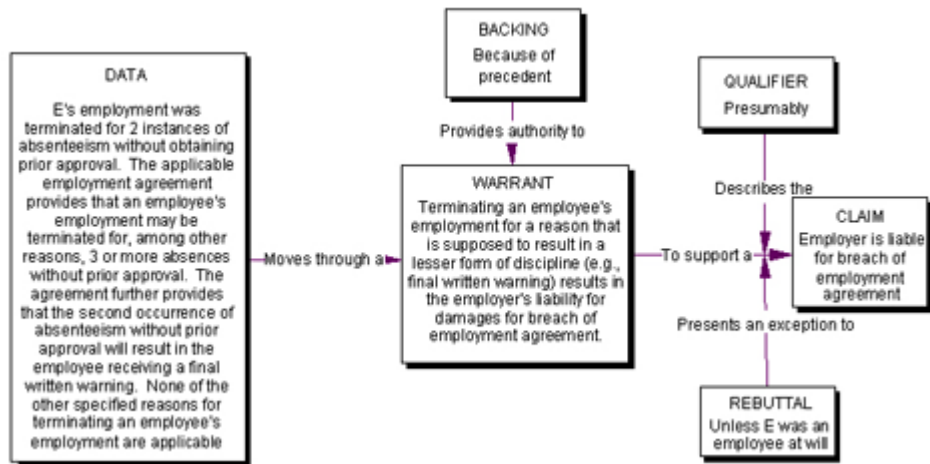
	<i>SBU</i>	<i>Core Competence</i>
Basis for competition	Competitiveness of today's products	Interfirm competition to build competencies
Corporate structure	Portfolio of businesses related in product-market terms	Portfolio of competencies, core products, and businesses
Status of the business unit	Autonomy is sacrosanct; the SBU "owns" all resources other than cash	SBU is a potential reservoir of core competencies
Resource allocation	Discrete businesses are the unit of analysis; capital is allocated business by business	Businesses and competencies are the unit of analysis: top management allocates capital and talent
Value added of top management	Optimizing corporate returns through capital allocation trade-offs among businesses	Enunciating strategic architecture and building competencies to secure the future



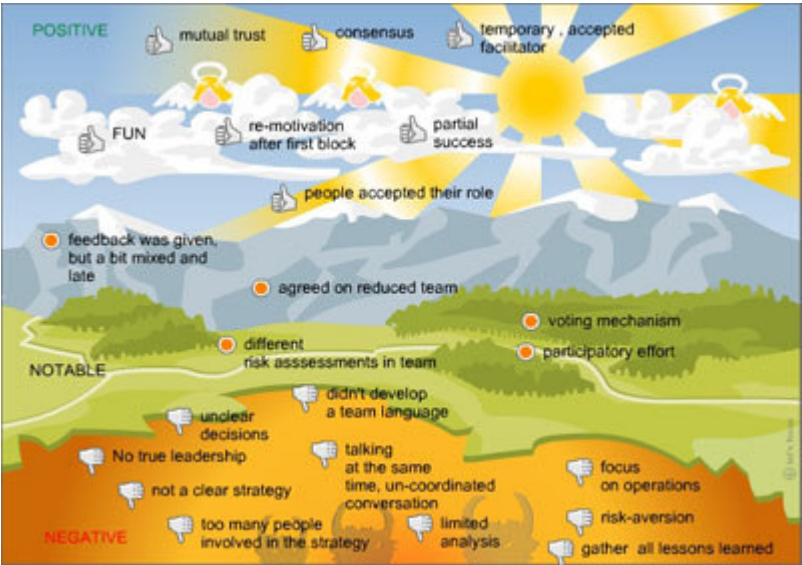




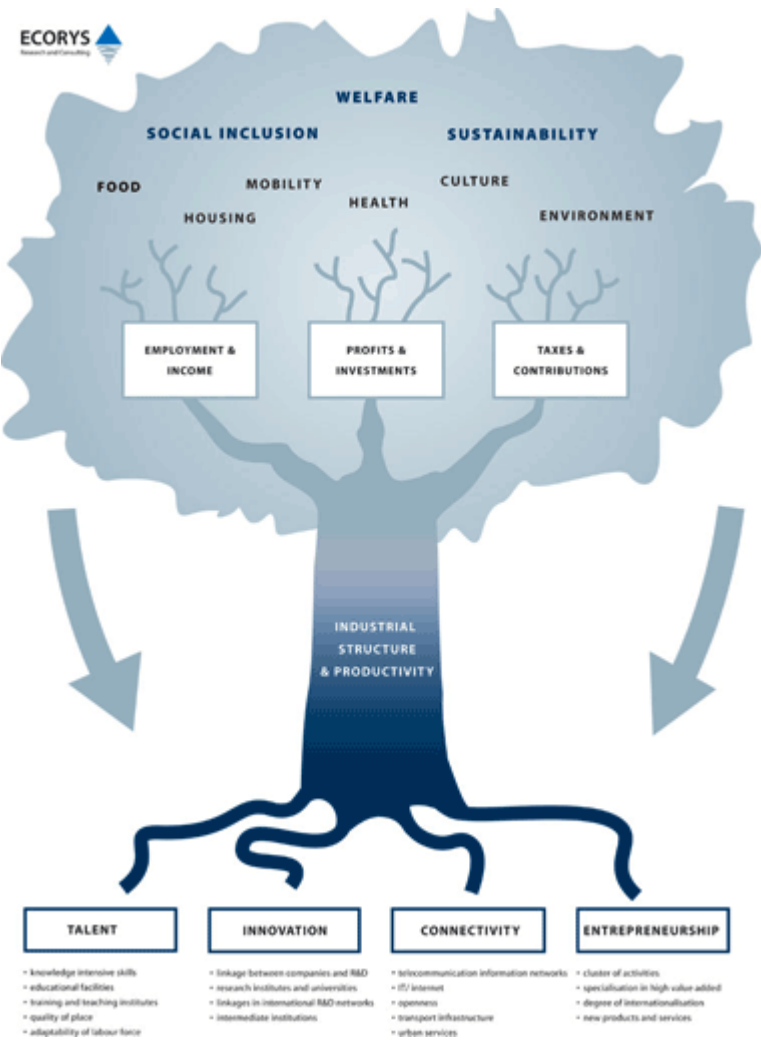




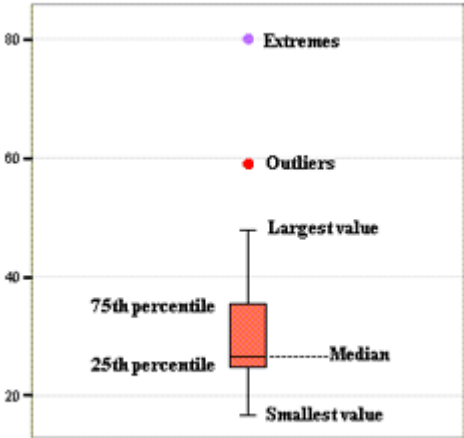


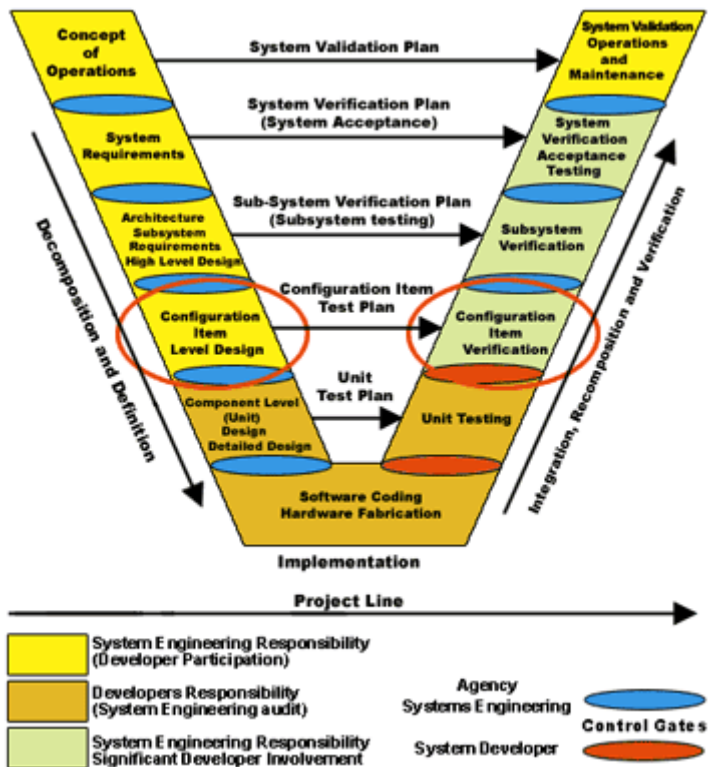




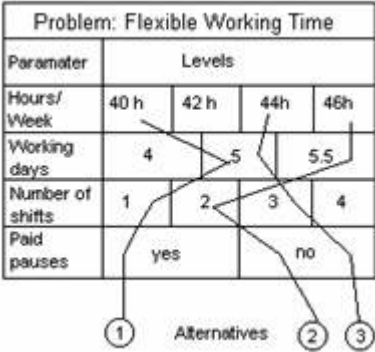


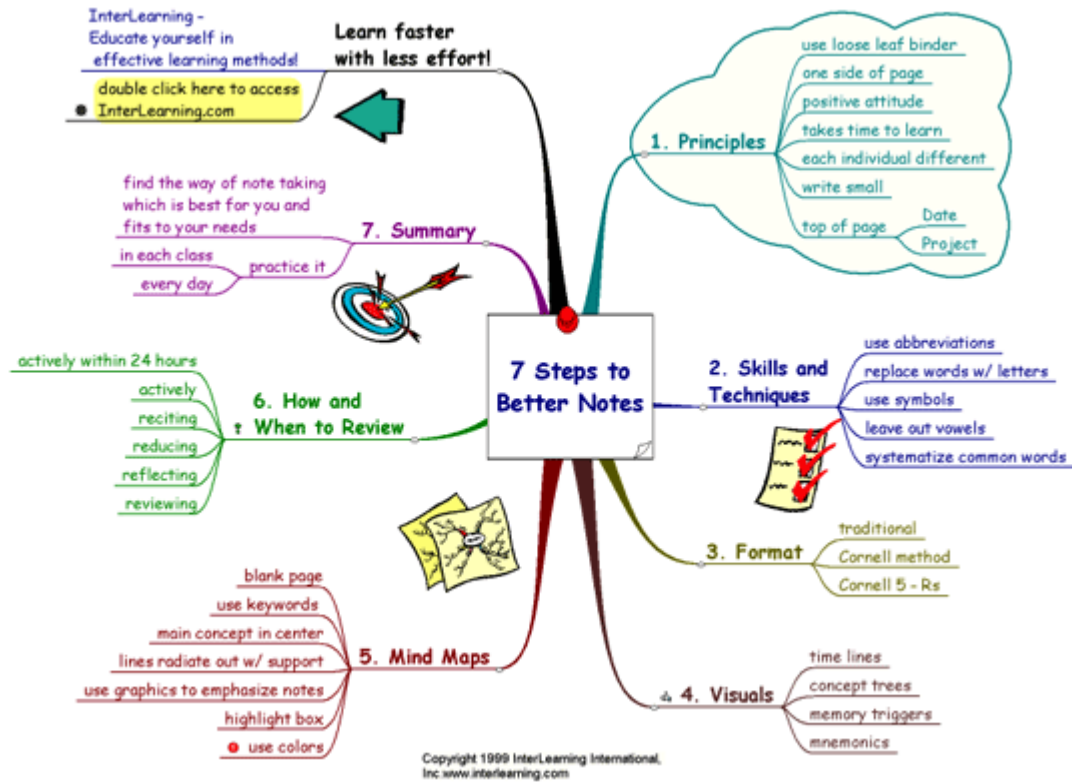


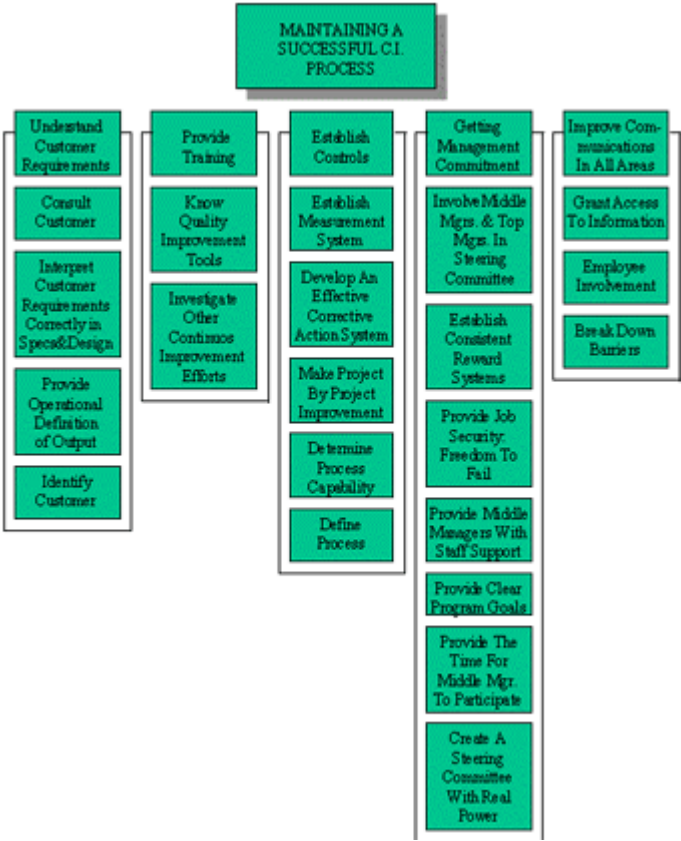




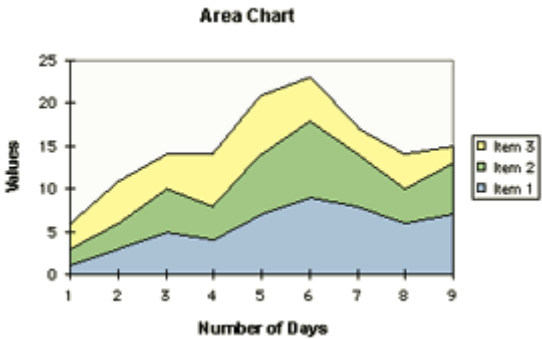


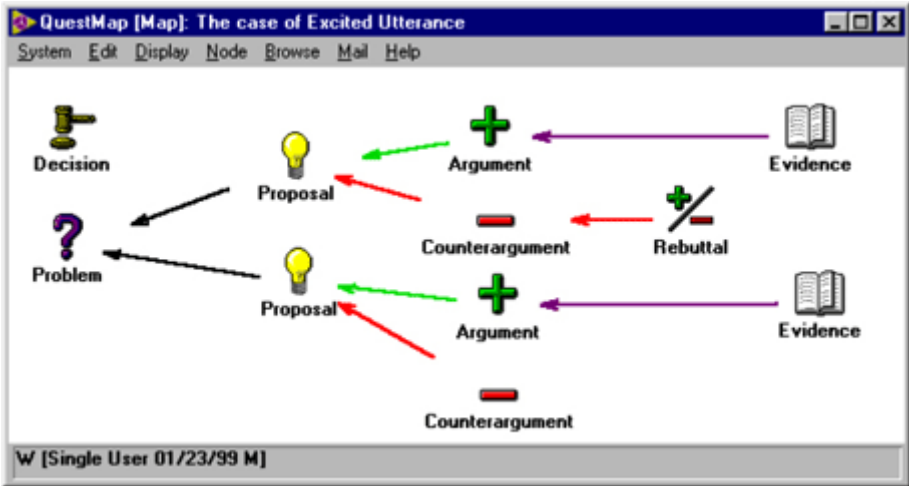




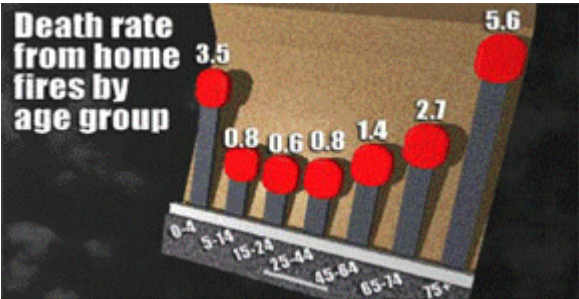


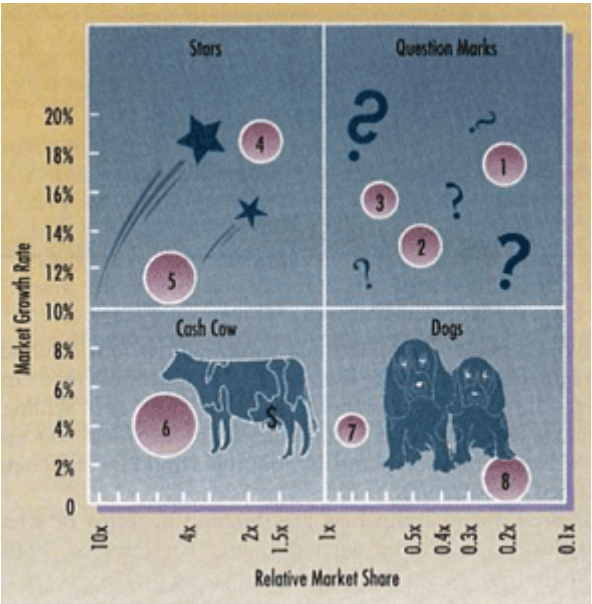


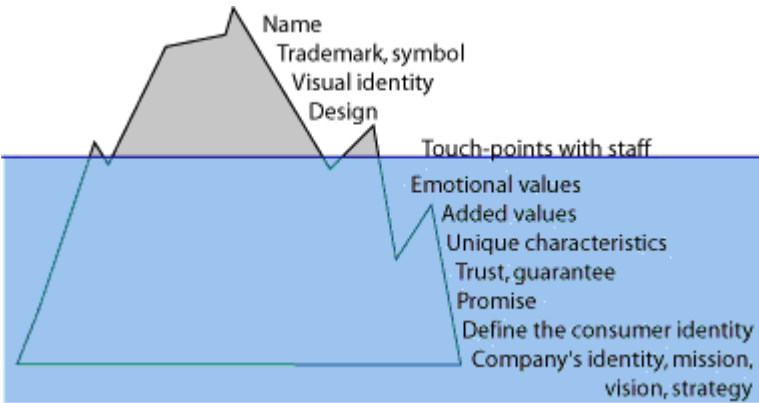


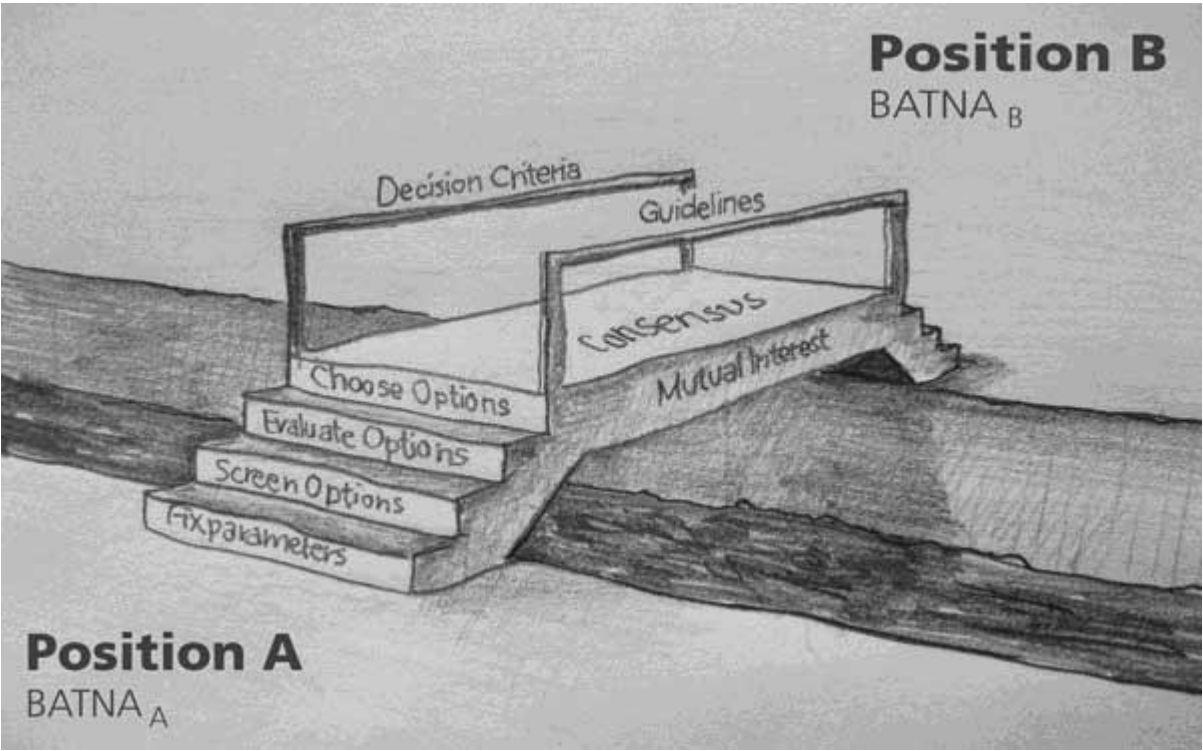












Side-Notes

- Conflicts are a normal part of everyday business life.
- Tone and attitude are essential ingredients for conflict resolution.
- Instead of counter-attacking seek areas of agreement.
- Always end on a positive note

1 In a conflict situation, it is vital to de-escalate an already heated situation.

What do you mean you don't agree with my proposal?

Well, just too me it seems way too complicated to implement.

2 Honestly try to see things from the other's point of view.

Well life is complicated, you know.

Maybe he's right. I had in mind a too simplistic version.

3 This doesn't mean giving up your own opinion. Just avoid the word "but" and offer compromises.

You're right, and maybe we can still find ways to reduce its complexity.

4 In this way you can create common commitment instead of antagonisms.

Alright, let's try that!

Agreed.

let's focus positioner

Object Size

Text Color

Object Color

Textfield

dragable Objects

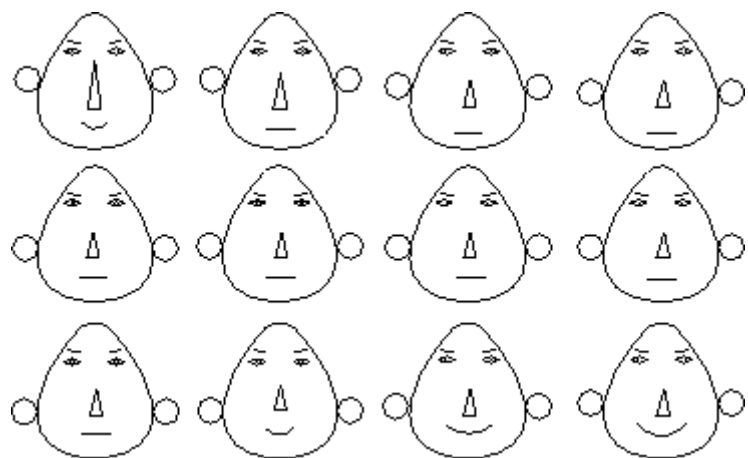
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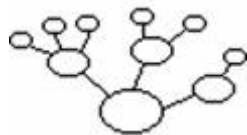




Figura 3 – Representação de parte de um mapa cognitivo.

