Information Productivity

Putting EIM in context



Information Workers?

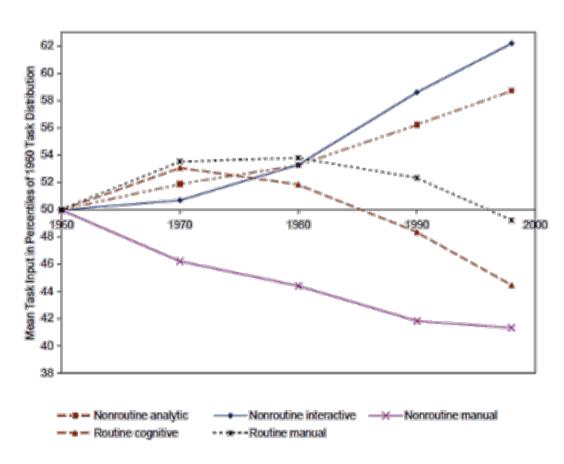
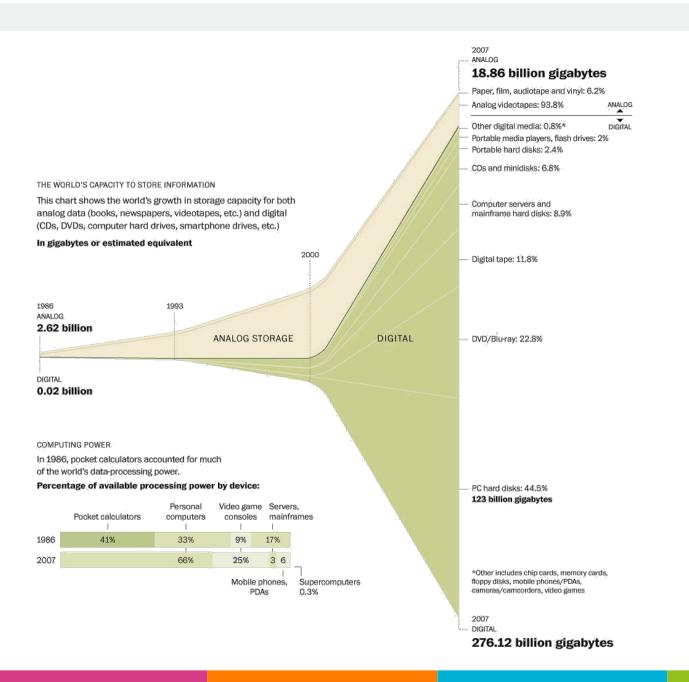


Figure I.
Trends in Routine and Nonroutine Task Input, 1960 to 1998.









Information Overload

Knowledge workers must be given the tools and methodologies to find all information they need, and to process them in ways that allow for insight.

Data manipulation, reporting, visualizations, case management solutions and collaborative environments are all part of the solution for Enterprise Information Management.



Physical boundaries







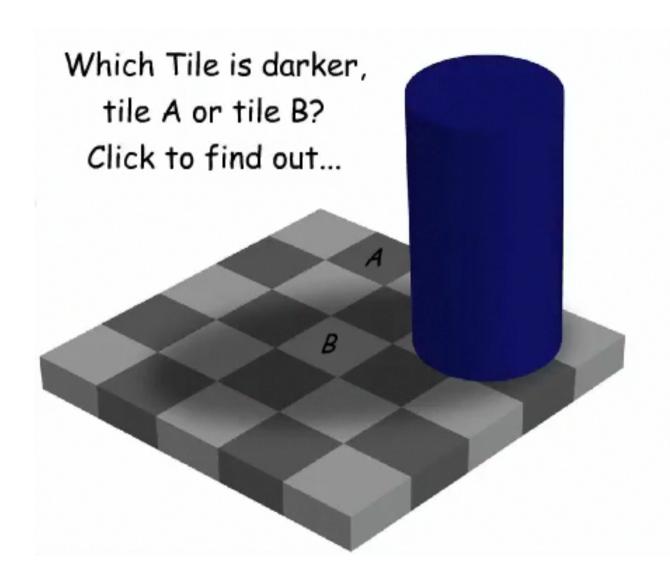


Intellectual Property?

Protecting the information you have from the outside world is not what matters, it is making the most of that information.

It's about being smarter than the competition when it comes to processing information available, in order to facilitate better and faster decision making.

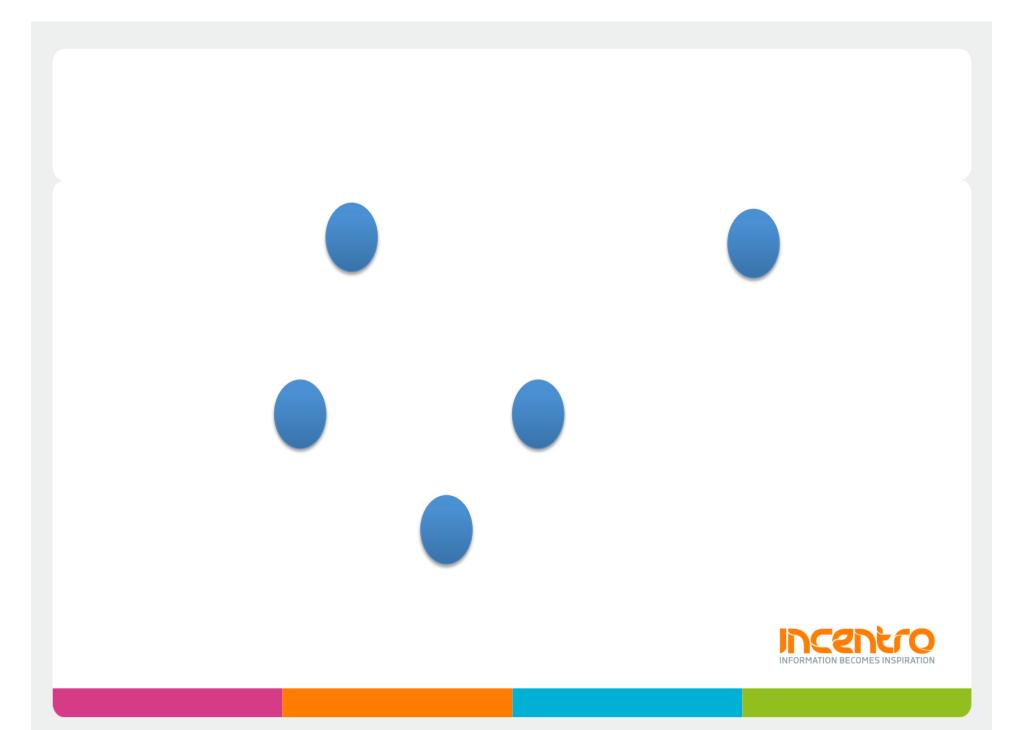




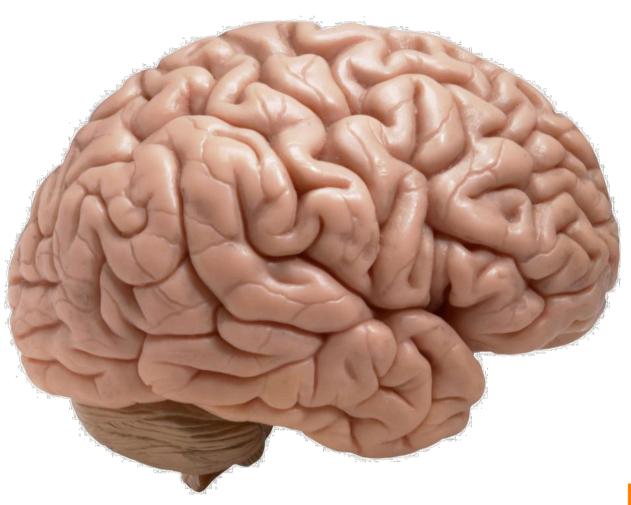


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Why facts don't always do it

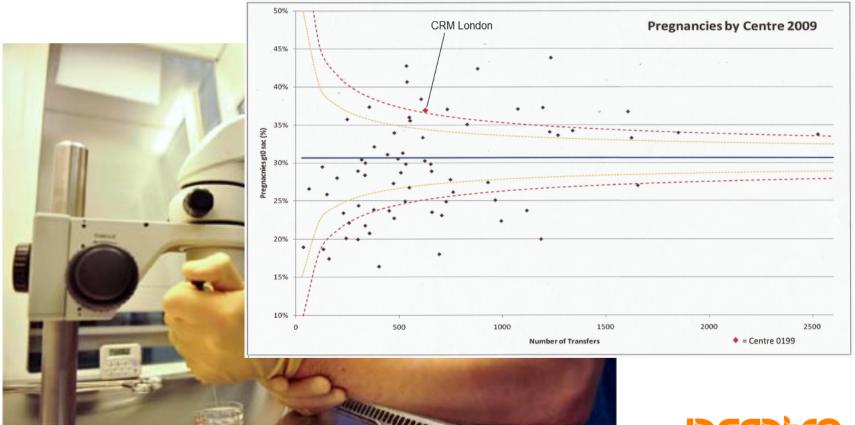
- Collective Inertia
 - "This is how we do it over here"
- Causal Ambiguity
 - "If our way of working would not be optimal, it would have improved long ago"
- Management Myopia
 - What's smart in the short term may be countereffective in the long term
- Self-perpetuating Myths
 - We base our strategy on our beliefs. That reinforces our beliefs.
- Selection Bias
 - We base our beliefs on what we know

















INCENTS OF INSPIRATION BECOMES INSPIRATION

Now what?

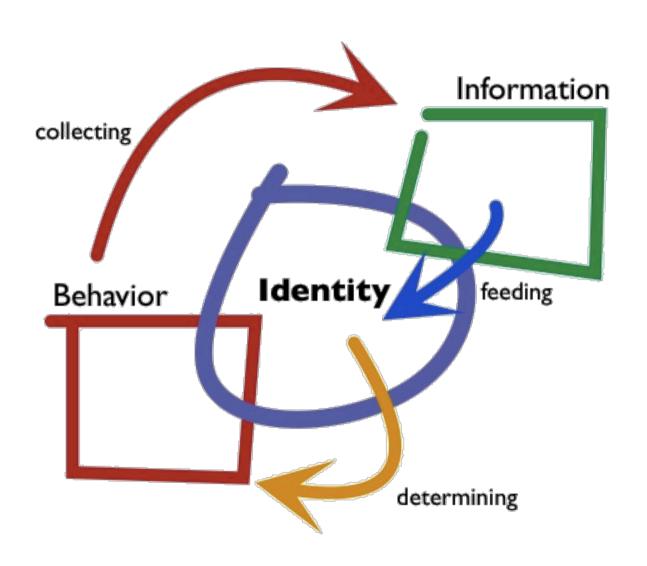


John Kotter

"The central issue is never strategy, structure, culture or systems.

The core of the matter is always about changing the behavior of people."





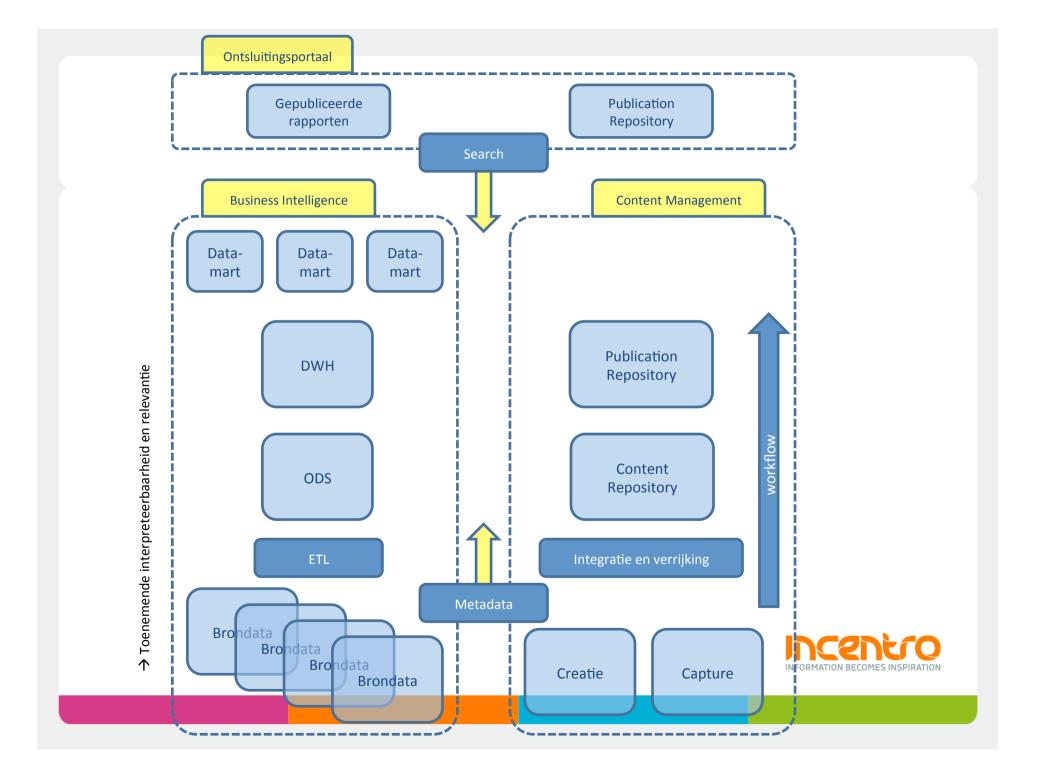


Be Humble

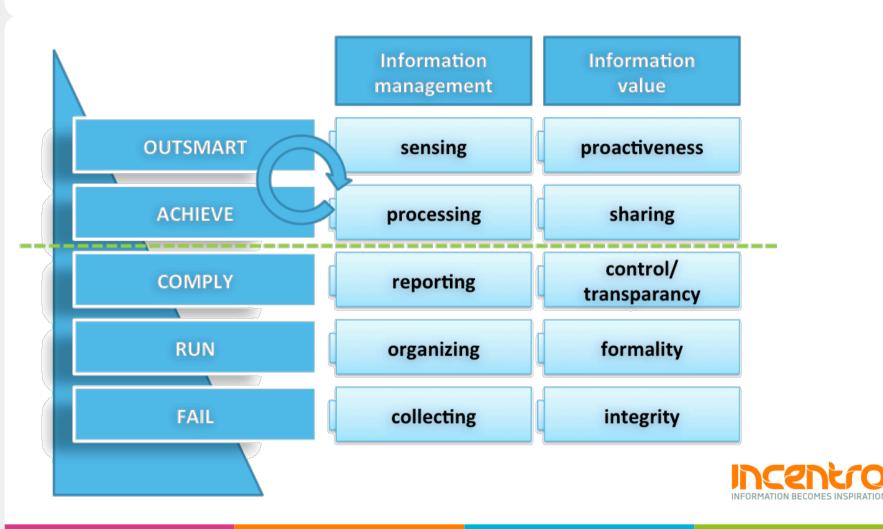
People hate being told what to do, but love to help

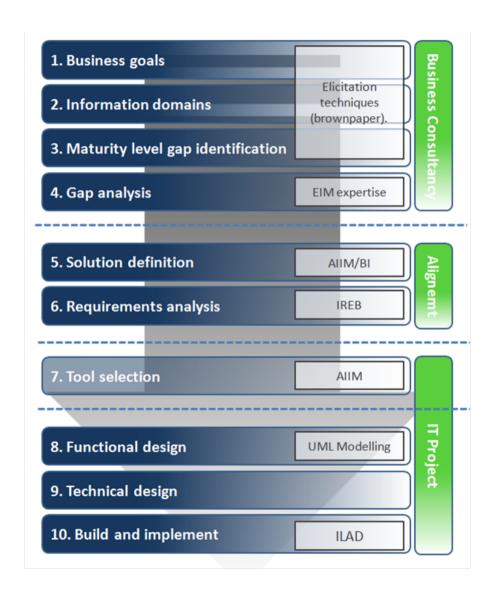
Hoe lossen we dit op?





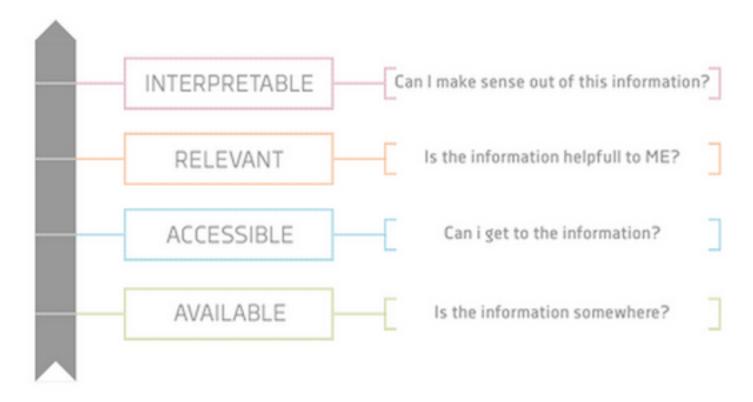
Information Productivity







Value of information





	Expertise Knowledge	Opportunity Awareness	Brand Awareness / External Profiling	Demand Understanding	CRM	Matching
Outsmart	• • • •	• • •	• •	• •		••••
Achieve		•	• • • >	• •	••••	
Comply	•	•			•	•
Run	•	•••			•	••
Fail	• • •		•	•	•	•



Over Incentro



Is Incentro innovatief?

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