Module 6: Systems engineering in the Needs Identification State Session 9 of 9

Version 3.5.8

Creating Outstanding Systems Engineers

6-45







































	The Targ	et*	
Stakeholder	Issues to Emphasize	Issues to Deemphasize	
Banker	Cash-Flow, Assets, Solic Growth	Fast Growth, Hot Market	
Investor	Fast Growth Potential	Assets, Large Market, Management Team	
Strategic Partne	r Synergy, Proprietary	Sales Force, Assets, Products	
Large Customer	s Stability, Service	Fast Growth, Hot Market	
Key Employees	Security, Opportunity	Technology	
Merger & Acquisit Specialist	Past Accomplishments	Future Outlook	
Portable MBA for Entrep	preneurship, William B. Bygr	ave, John Wiley & Son, Inc	., 1994
	Creating Outstanding Systems Engineers		



























Exercise 6-92 knowledge reading

- 1. Prepare a brief on two main points in reading 0603 (< 5min)
- 2. Presentation to contain
 - 1. Reformulated problem per COPS Problem Formulation Template
 - 2. A summary of the content of the reading (<1 minute)
 - 3. The compliance matrix
 - 4. This slide
 - 5. A list of the main points
 - 6. The two briefings
 - 7. Reflections and comments on reading (<2 minute)
 - 8. Comparisons of content with other readings and external knowledge
 - 9. Why you think the reading was assigned to the module
 - 10. Lessons learned from session and source of learning e.g. readings, exercise, experience, etc. (<2 minutes)
- 3. Save as a PowerPoint file as Exercise6.92-abcd.pptx
- 4. Post/email presentation as and where instructed
- 5. Brief on one main point

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