**Knowledge Database**

The objective in doing this is to have you create a “database” of the decisions you make and their outcomes. By doing this, you should be able to see what decision processes lead to successful outcomes and which lead to less desirable results.

Each week you will record what decisions you make and why you made them.

Products, you don’t need to give the exact size, performance, and MTBF numbers. Instead, say what you are trying to do. For example, put it in the ideal spot, or move to another segment, or move toward a spot but get the product out in a particular month.

Pricing, how are you pricing relative to your competition. For sales and promotion, what are you trying to do?

Production, are you adding or selling capacity? What are you doing with automation?

Finance, what are you doing and why?

When we get to HR and TQM, what are you doing and why?

The following week, you will review the decisions and for each one evaluate the outcome.

Did your decision result in a good outcome? Did it work like you planned?

Would you do the same thing again or would you have done something different?

You should copy the following format and insert you answers in the table cells. The text will wrap in the cell.

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| Round: 1 | | | | | |
| Decision Area | | Decision made | Why | Outcome of decision | What you would do differently |
| R&D | Prod 1 |  |  |  |  |
|  | Prod 2 |  |  |  |  |
|  | Prod 3 |  |  |  |  |
|  | Prod 4 |  |  |  |  |
|  | Prod 5 |  |  |  |  |
|  | Prod 6 |  |  |  |  |
|  | Prod 7 |  |  |  |  |
|  | Prod 8 |  |  |  |  |
| Marketing | Pricing |  |  |  |  |
|  | Forecasts |  |  |  |  |
|  | Sales & Promo |  |  |  |  |
| Production |  |  |  |  |  |
| Finance |  |  |  |  |  |
| HR |  |  |  |  |  |
| TQM |  |  |  |  |  |

**Evaluations (to be done individually)**

* What did you learn
* What worked well
* What didn’t work well
* What will you do differently (post mortem)
* Your teammates:
  + Strengths
  + Areas for improvement
  + Teamwork
  + Overall contribution