Dimension Four® Pyramid

What's in it for me?

STAKE HOLDER VALUE

How do I make it happen?

What will I get for my money?
What will be the return on investment be?

VFM / ROI

What will the value and cost cash flows be?

BUSINESS CASE
VALUE CASE

What's the pay-back?

VALUE CASE

Communicate
Delegate
Use authority
Inspect
Recognise
Incentivise/Sanction

What benefit cash flow changes should I look for?

VALUE FLASHPOINTS®

MCB estimating **Cash flow events**

How do I link change to value?

Processes **Behaviours** **Attitudes** **Values** **Posts**

RECOGNITION EVENTS®

Procedures **Technology** **Meetings** **Locations**

What?

How will I know when my expectations have been met?

What fundamental change would make it all happen?

TIPPING POINTS

MILESTONES

What do I need to do to make it happen?

TASKS