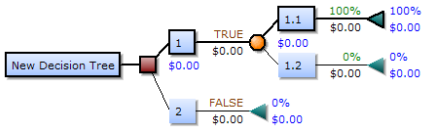
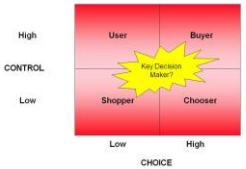
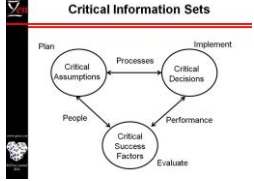
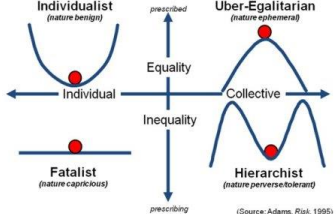

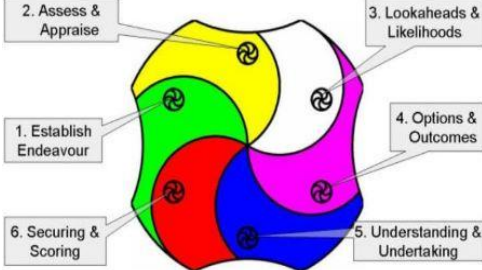
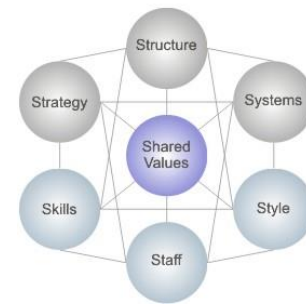


♪ THE TWELVE DAYS OF Z/YEN TRAINING ♪
 ♪ and/or ♪
 ♪ THE Z/EALOUS METHODOLOGY TRAINING COURSE v3.0 ♪
 ♪ and/or ♪
 ♪ THE Z/YEN OLD BAILEY LUNCHEON SONG ♪
 (Song to the Tune of "The Twelve Days of Christmas")

On my first day of training, my Z/Yen boss gave to me; A Z/Yen Z/Ealous Risk/Reward tree.	
On my second day of training, my Z/Yen boss gave to me; Two by two matrices, And a Z/Yen Z/Ealous Risk/Reward tree.	
On my third day of training, my Z/Yen boss gave to me; Three critical sets, Two by two matrices, And a Z/Yen Z/Ealous Risk/Reward tree.	
On my fourth day of training, my Z/Yen boss gave to me; Four risk rationalities, Three critical sets, Two by two matrices, And a Z/Yen Z/Ealous Risk/Reward tree.	
On my fifth day of training, my Z/Yen boss gave to me; Five forces. Four risk rationalities, Three critical sets, Two by two matrices, And a Z/Yen Z/Ealous Risk/Reward tree.	
On my sixth day of training, my Z/Yen boss gave to me; Six Z/Ealous stages, Five forces. Four risk rationalities, Three critical sets, Two by two matrices, And a fine lunch in The Old Bailey.	

On my seventh day of training, my Z/Yen boss gave to me;
Seven S's model,
Six Z/Ealous stages,
Five forces.
Four risk rationalities,
Three critical sets,
Two by two matrices,
And a fine lunch in The Old Bailey.

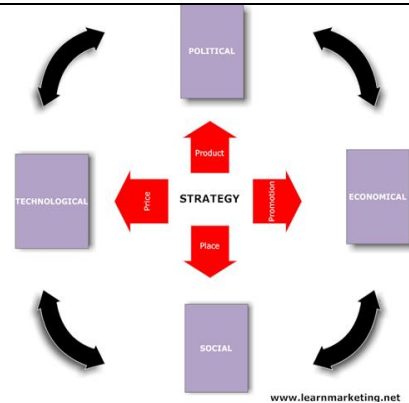
Figure 1: The McKinsey 7S Model



On my eighth day of training, my Z/Yen boss gave to me;
Eight steps to success,
Seven S's model,
Six Z/Ealous stages,
Five forces.
Four risk rationalities,
Three critical sets,
Two by two matrices,
And a fine lunch in The Old Bailey.



On my ninth day of training, my Z/Yen boss gave to me;
Nine PEST-expanded forces,
Eight steps to success,
Seven S's model,
Six Z/Ealous stages,
Five forces.
Four risk rationalities,
Three critical sets,
Two by two matrices,
And a fine lunch in The Old Bailey.



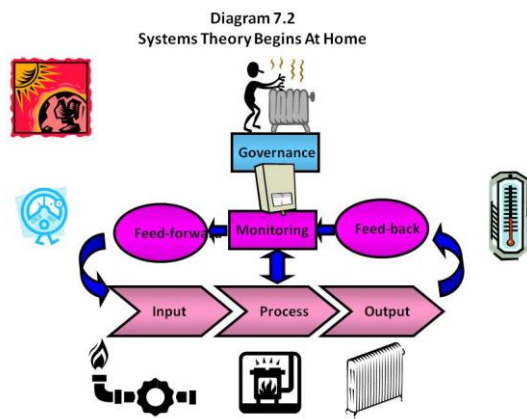
On my tenth day of training, my Z/Yen boss gave to me;
Ten Vision Into Action themes,
Nine PEST-expanded forces,
Eight steps to success,
Seven S's model,
Six Z/Ealous stages,
Five forces.
Four risk rationalities,
Three critical sets,
Two by two matrices,
And a fine lunch in The Old Bailey.



Ten Vision Into Action Themes

- Direction from the top.
- Emphasis on incremental change.
- The crisis point as a trigger.
- Culture change as an act of faith.
- Involvement of staff.
- Visibility of leaders.
- Living with change.
- The management development spiral.
- Alignment of terms and conditions.
- Decentralization and layering.

On my eleventh day of training, my Z/Yen boss gave to me;
 Eleven: viable systems plus SWOT,
 Ten Vision Into Action themes,
 Nine PEST-expanded forces,
 Eight steps to success,
 Seven S's model,
 Six Z/Ealous stages,
Five forces.
 Four risk rationalities,
 Three critical sets,
 Two by two matrices,
And a fine lunch in The Old Bailey.



FINALE

On my twelfth day of training, my Z/Yen boss gave to me;
 Twelve Price of Fish chapters,
 Eleven: viable systems plus SWOT,
 Ten Vision Into Action themes,
 Nine PEST-expanded forces,
 Eight steps to success,
 Seven S's model,
 Six Z/Ealous stages,
Five forces.
 Four risk rationalities,
 Three critical sets,
 Two by two matrices,
And
A
Fine
Lunch
In
The
Old
Bailey.

THE PRICE OF FISH

*A New Approach to Wicked Economics
and Better Decisions*



MICHAEL MAINELLI
AND IAN HARRIS

