

# A FEW "BACK OF THE NAPKIN" DSRP TRICKS YOU CAN USE AT WORK TODAY

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## D'opportunity costs

Consider the opportunity costs of forging alternative distinctions (D)

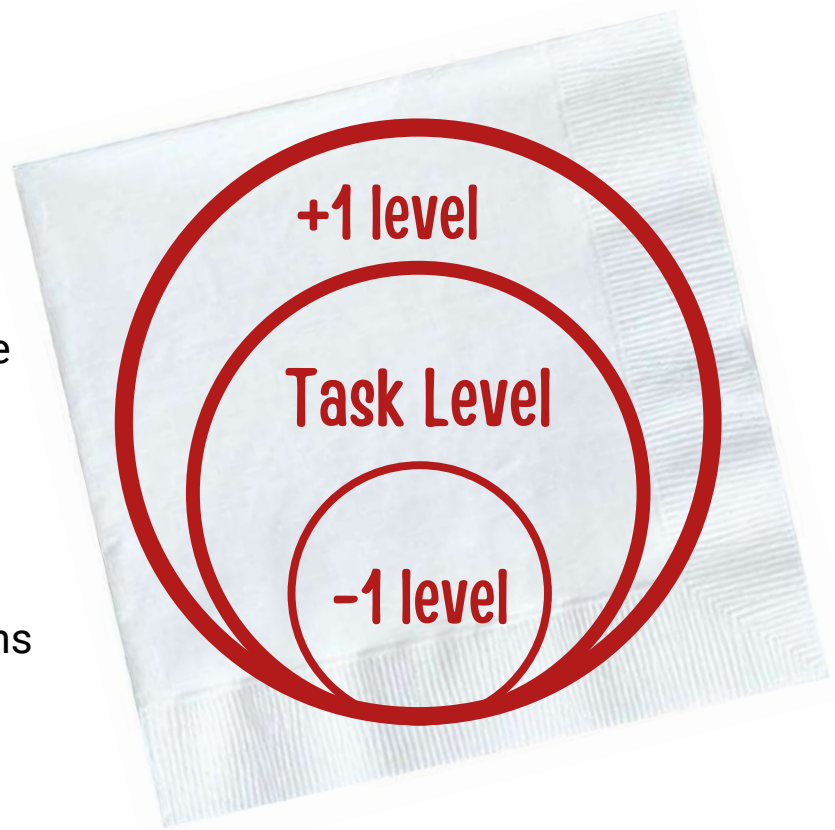
Whenever your team makes important distinctions, ask them to consider the opportunity cost of those distinctions. If you buy an item for \$1,000, the opportunity cost of that purchase is everything else in the world that costs \$1,000 or less. The same goes for distinctions—they frame the analysis. Is there a better set of distinctions that could frame the analysis. What is the cost of forgoing these alternatives?



# Level up/down

## Part-whole Zooming and Perspective with tasks

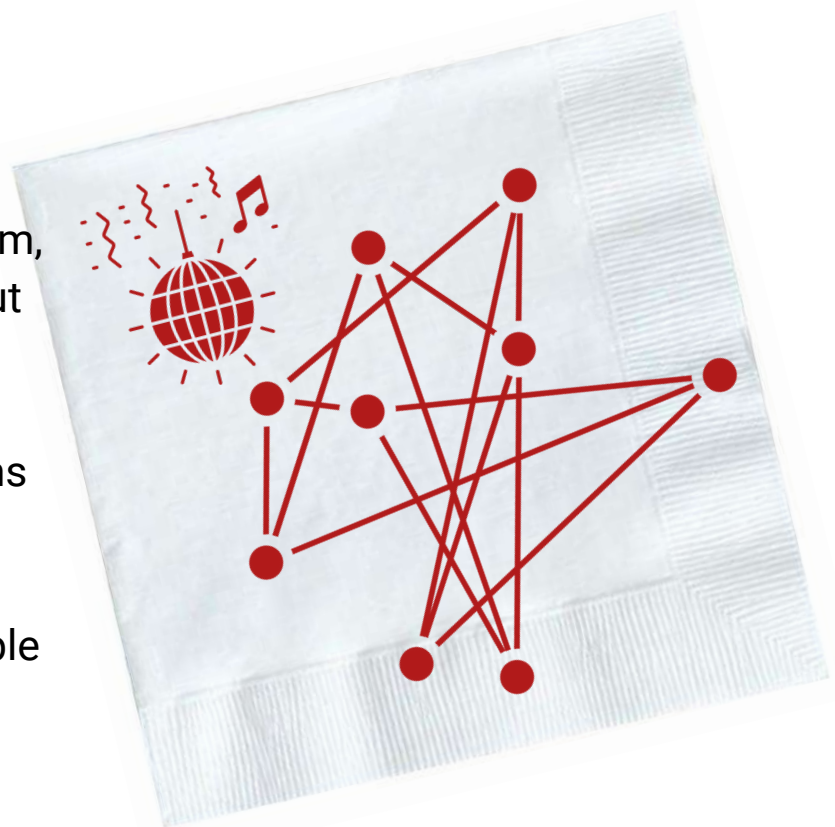
When assigning a task to a taskmaster, remind them to think about the task from the perspective of one level up (+1) and one level down (-1). This puts the task in context, helps build relationships between tasks and levels in the organization, builds skills in Systems (S) and (P), and over time creates enterprise thinkers.



# Part-parties

## Consider how the parts of any system are related

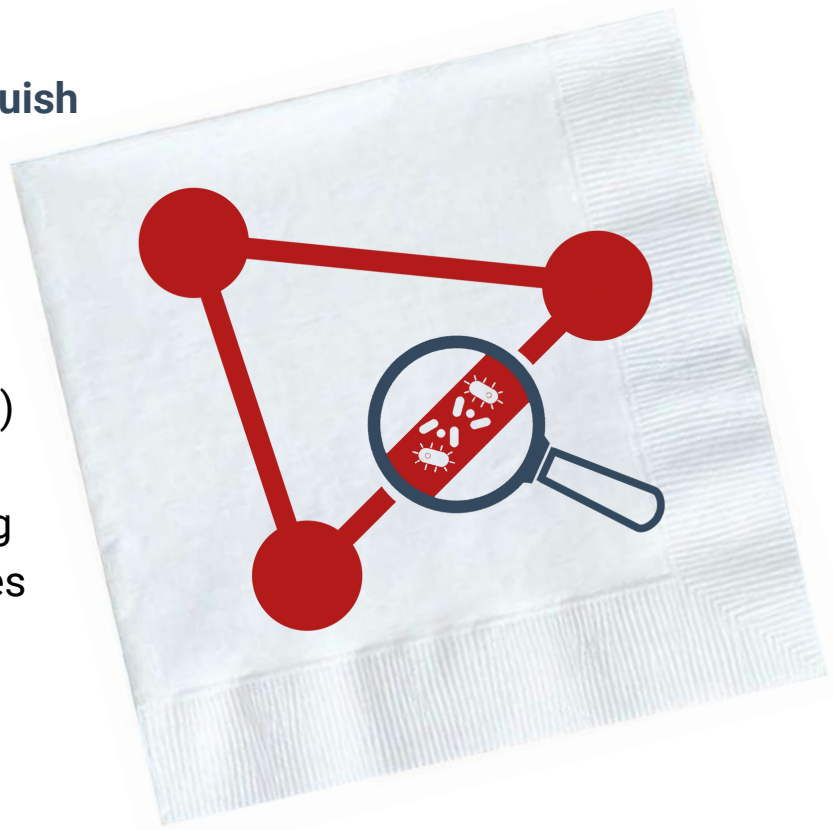
Your team will often break a problem, issue or system down into parts, but remind them that parts are related (they like to interact like at a part party!). This simple skill helps teams understand how things are related, builds skills in Systems (S) and Relationships (R), and creates people who see the dynamics of how systems work.



# RDS

## Zoom into Relationships to Distinguish and Reveal Whole Systems!

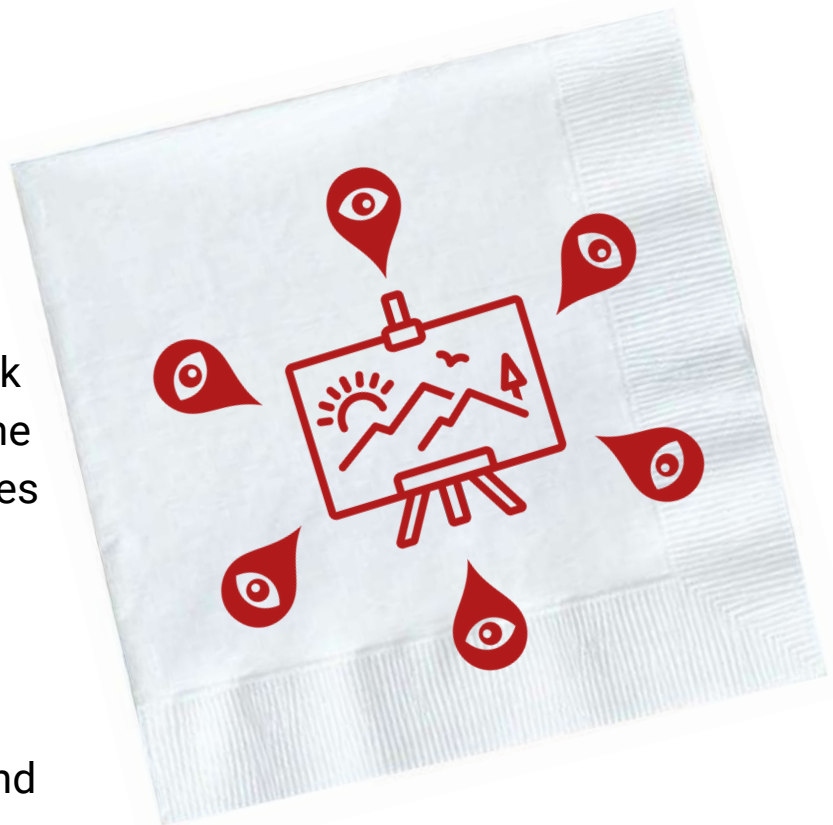
Whenever your team is dealing with relationships between things, ask them to zoom into the relationship (R) to reveal a part-whole System (S) made up of many things. A lot happens in the Relationships, seeing them as part/whole systems focuses your work and breaks down silos.



# P Circles

## Look at any system from a "circle" of perspectives

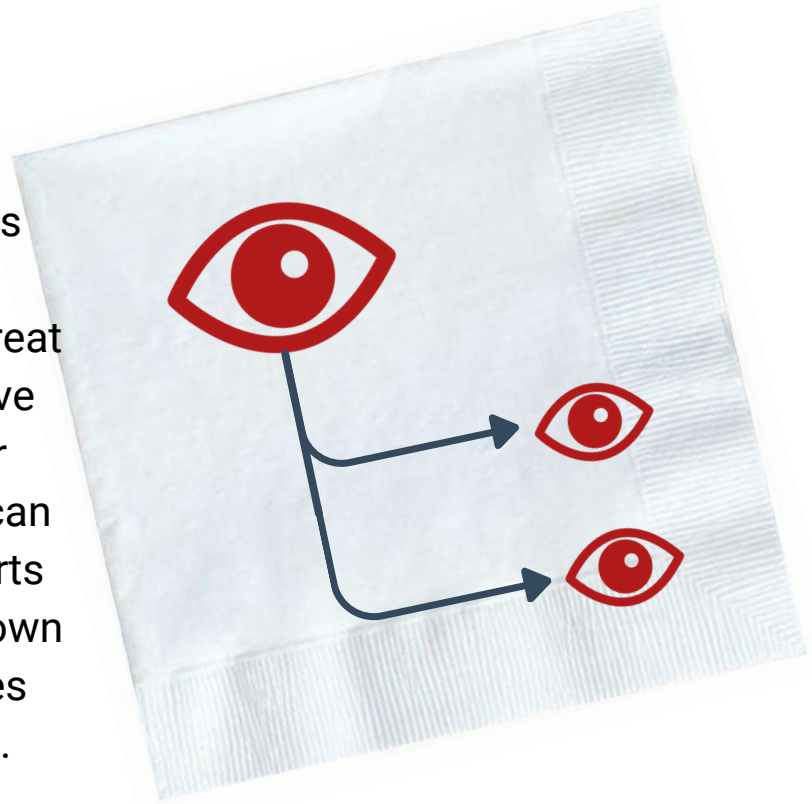
Whenever your team is looking at some issue, problem, or system, ask them to "encircle it" with some of the important perspectives. Perspectives could be of people or groups (Bob, customer, engineering, etc.) or conceptual (e.g., economic, ethical, structural, etc.). This will help reconcile different points of view and facilitate deep understanding of the issue at hand.



# P of S

**Break your Perspectives (P) down into a part-whole System (S).**

Especially when we take perspectives of larger groups (customers, engineering, sales, etc.) we tend to treat them as one homogenous perspective but they often contain segments. For example, the customer perspective can be broken down into perspectival parts (B2B and B2C, etc.), each with their own perspective. Break these perspectives into part-whole systems to see more.



# Mix & Match

**Advance your thinking by Mixing and Matching these tricks**

Go ahead, you won't break anything! Start by combining two or more of these tricks to see what you get.

Part-parties and RDSs, for example, can be combined to zoom into all of the relationships connecting the parts of a system.

