

1.44

How does that make you feel?

# Dag Flachet



Co-Founder @ Codific

Professor and board member at Geneva  
Business School

Doctorate degree in management and  
behavioral psychology.

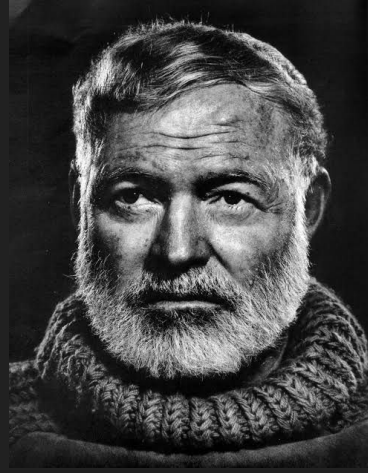
What “they” want to know:

1: How are we doing?

2: Where are we going?

3: How fast are we going to get there?

“Don’t use the word ‘good.’ If a thing is good, that’s not a good enough word for it. Find something better.”



“Don’t use the word ‘good.’ If a thing is good, that’s not a good enough word for it. Find something better.”

SAMM is great

# Influencing Boardroom Strategy

1: Good Numbers

2: Reliable Numbers

3: Meaningful Numbers

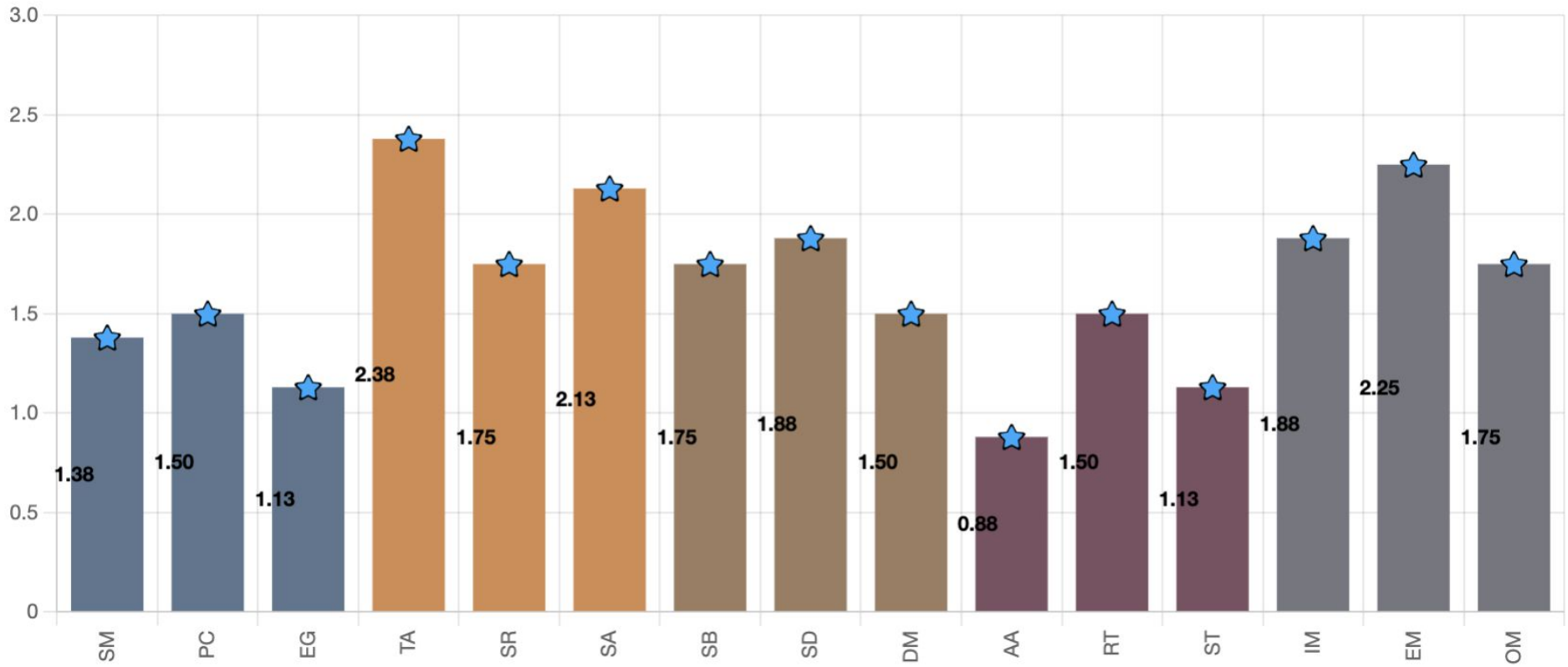


1.44,

Is this the good number?

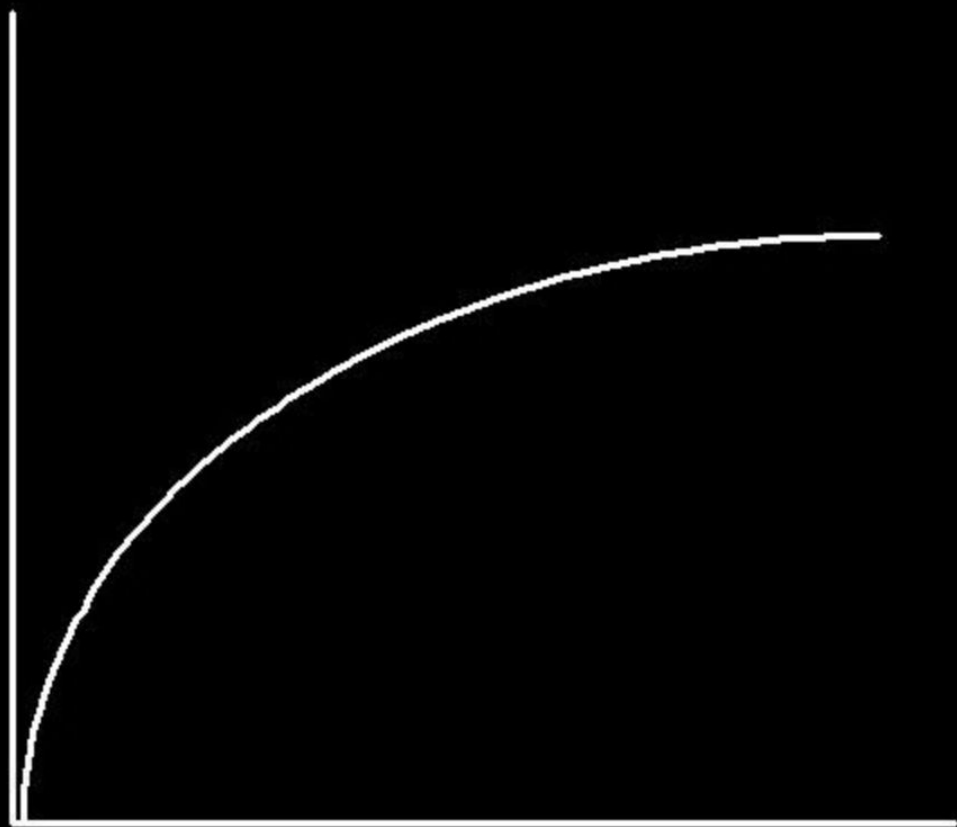
1.44:

How did we get there?



What is the real value of improvements on each of these activities?

Utility

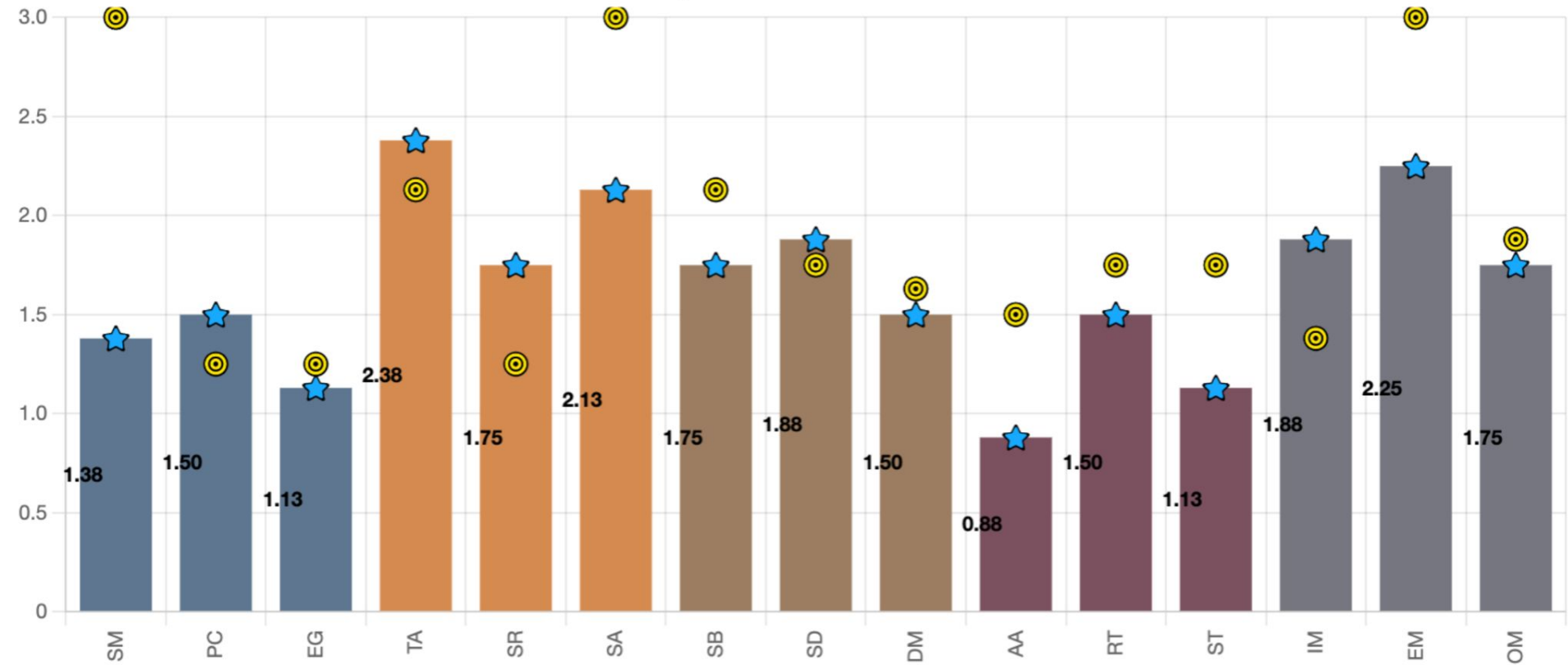


x

Finding the sweet spot

# Target posture

Sweet spot for each activity

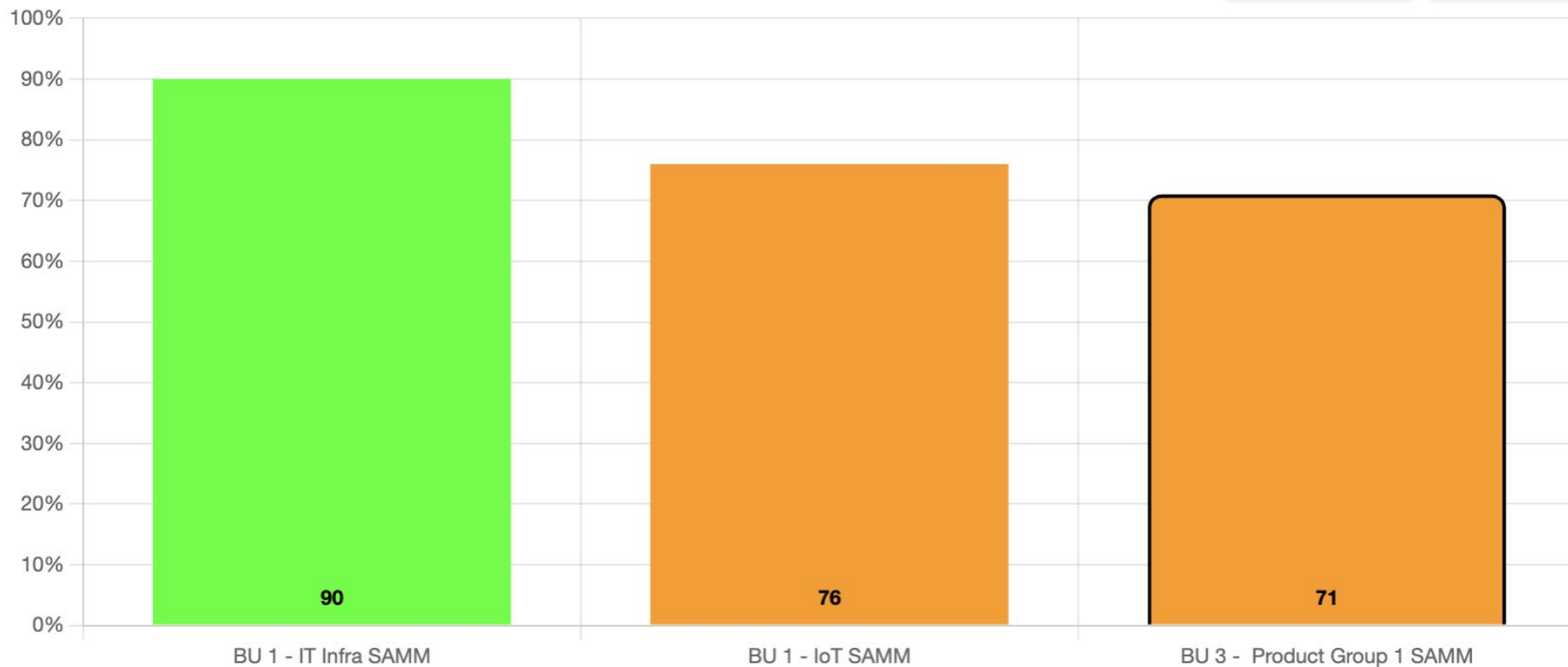




## Percentage to Web Apps SAMM target score ?

Gap analysis

Compare



Non applicable question.

# Percentage to target

The good number.

1.44

1.44:

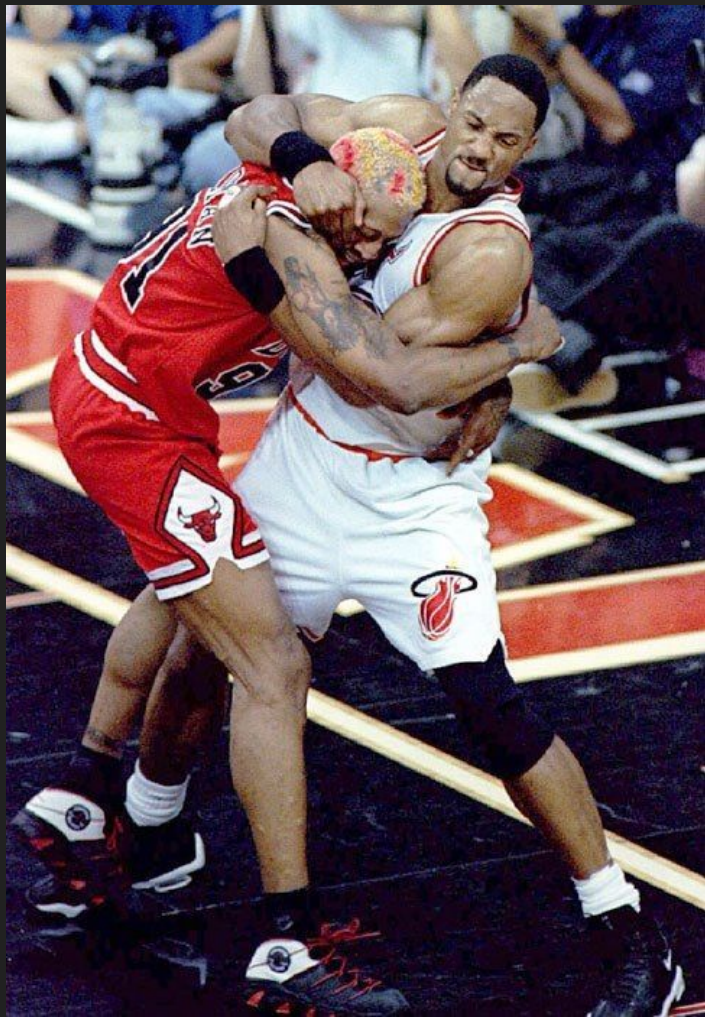
Really? Do I believe you?

Who is doing the  
assessment?

How often can you ask the  
same questions?

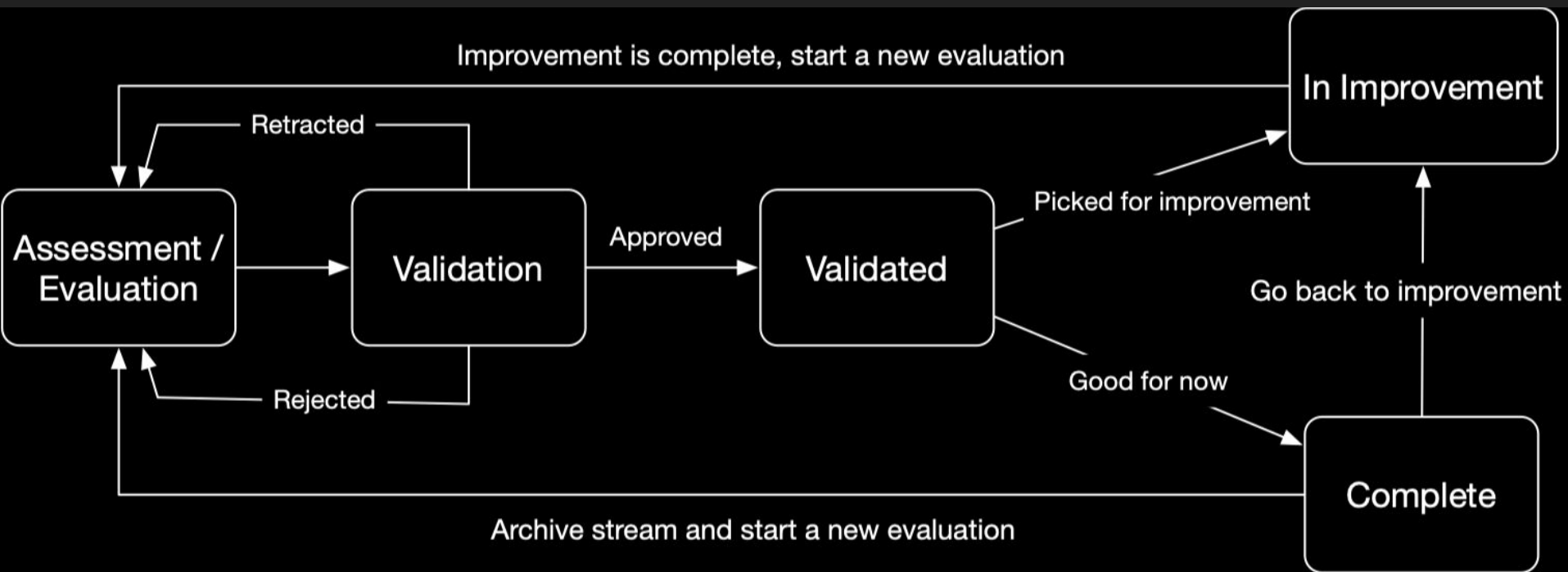
The flip side of gamification







Who is doing the  
assessment?



Lean quality improvement  
cycle for every stream.

# Reliable numbers.

With stream validation.

1.44

1.44:

What does that really mean?



What about, risk, ROI?

We need these people to come up with answers.



Benchmarking, mapping  
and data collection.

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3: Meaningful Numbers

# Discussion

Your prize :)

