

a silly thing



UVP - mem-training(c)

UVP

uncover the vault of problems

Version: 1.0, 02/01/2007



"EVERYTHING YOU ALWAYS WANTED TO KNOW ABOUT CAUSALITY... "

Buyers

- * **manager** (general, product, marketing, HR)
- * **decision maker**
- * **Consultants**

Feature

- * **differentiation**
- * **perimeter**
- * **competences**
- * **ways and means**

Problem

- * **bottom:** if you want to get to the bottom of things

Solution

- * **structure**
- * **encircle**
- * **famish**
- * **excavate**
- * **overtake**
- * **lay with**
- * **ignore**

Basis

- * **UVP** methods, advantage, effort

Method

- * **work arounds**
- * **chase**
- * **traps**

Product specifications

- * **5 units at 2 hours**
- * **from 5 attendees**
- * **max 10 attendees**

Price

- * **130,- ... 250,- EUR per attendee**
- * **exclusive VAT**
- * **inclusive documentation**
- * **exclusive premises (in house)**

ASK ALSO FOR COMBINATION WITH BODYWORK AND OUTDOOR !

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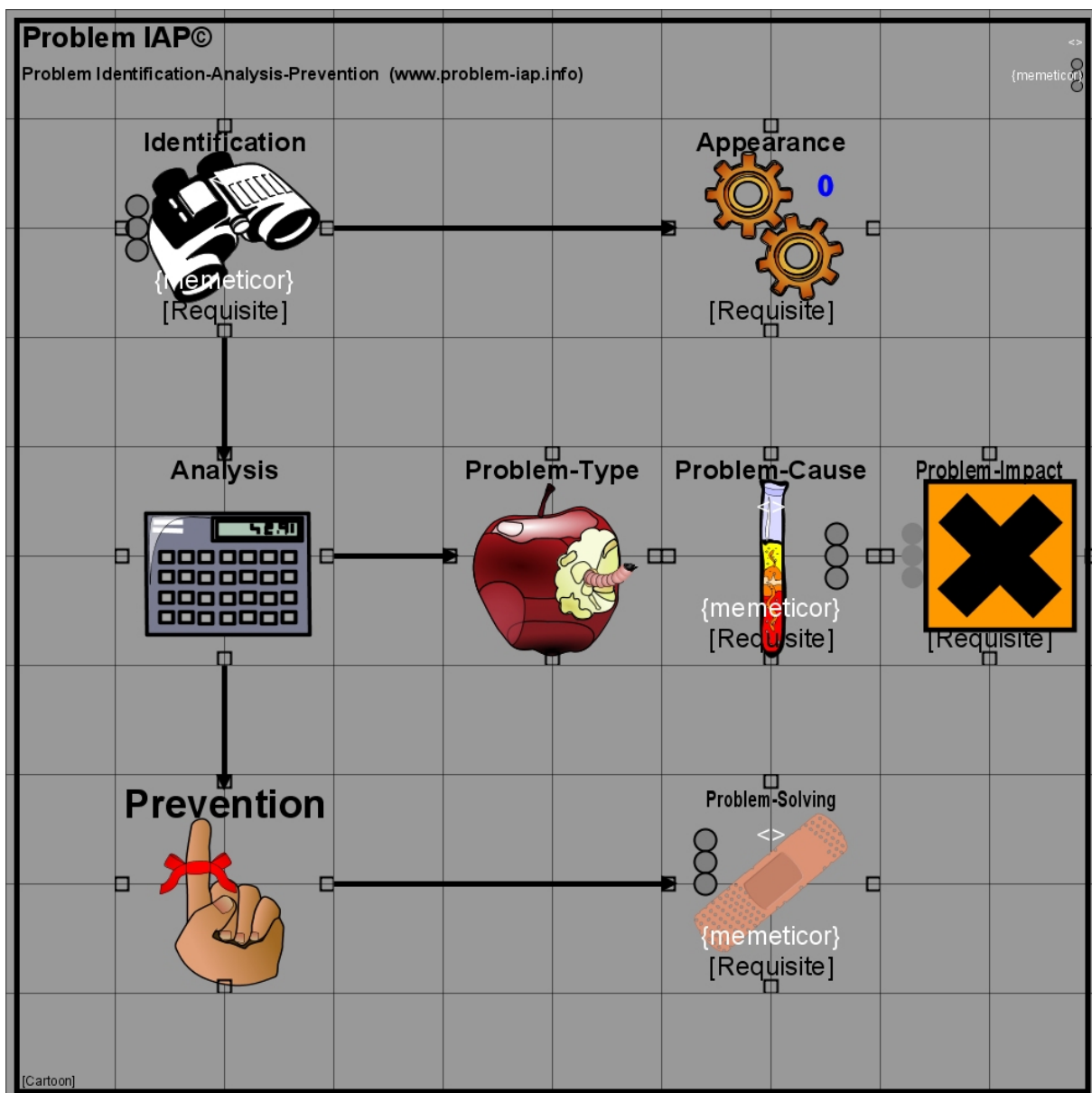
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Very often problems appear by symptoms which we do not take seriously at the beginning and when they grow stronger we battle against them. Only if these symptoms get out of hand we start to look for the vault. This is the same with our health and at work. The reason mostly is superficial profitability.



Problem IAP©...Problem Identification-Analysis-Prevention (www.problem-iap.info)