

An underwater photograph of a water polo match. Several players in dark swimsuits and caps are clustered together, competing for the ball. The scene is dynamic, with water splashing and bubbles visible. The image is overlaid with a semi-transparent blue filter.

Styrket konkurrencekraft
gennem implementering af

S&OP

Mercuri Urval

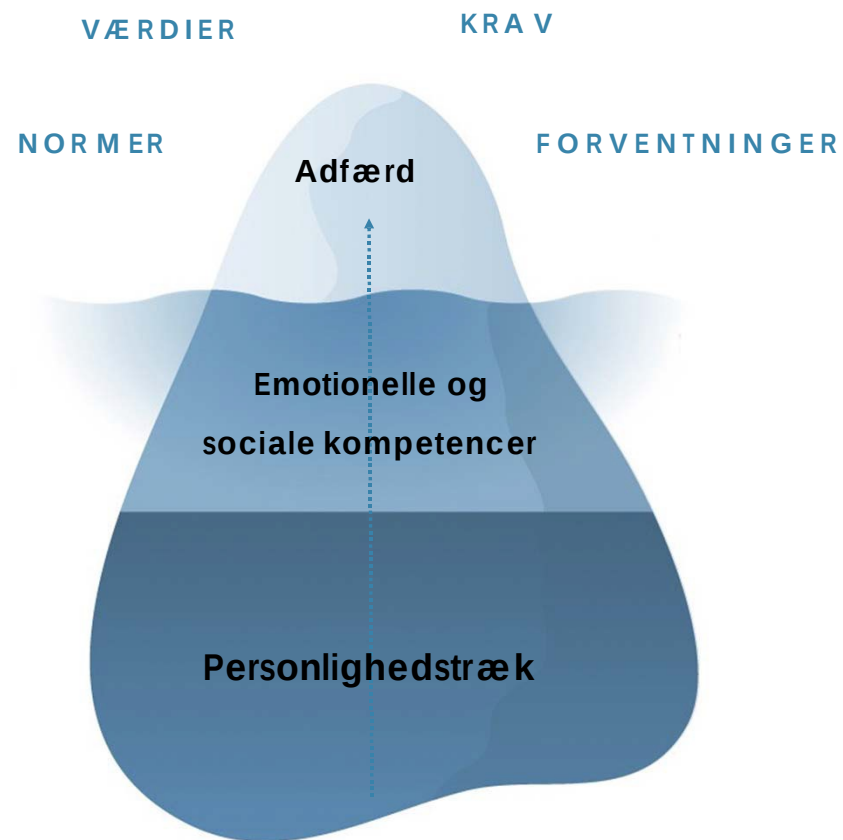
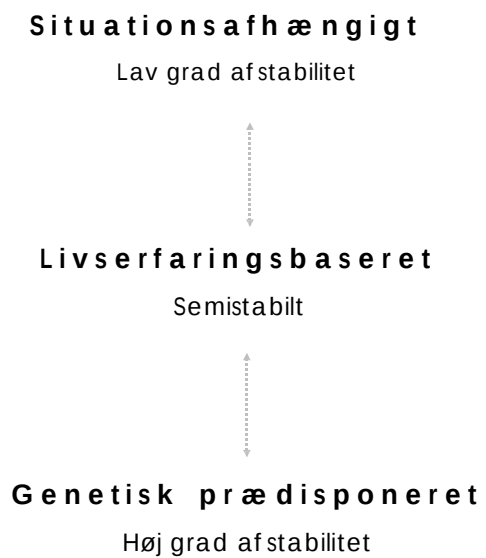
It's All About People

14. 11.17



MERCURI URVAL

It's all about people





Forskellige typer af mennesker



16 TYPER

Ekstrovert eller introvert (E eller I)

Sansebaseret eller intuitiv (S eller N)

Tankebaseret eller følelsesbaseret vurderende (T eller F)

Vurderende eller opfattende (J eller P)

ISTJ	ISFJ	INFJ	INTJ
ISTP	ISFP	INFP	INTP
ESTP	ESFP	ENFP	ENTP
ESTJ	ESFJ	ENFJ	ENTJ

I t ' s a l l a b o u t p e r c e p t i o n s

Ekstrovert eller introvert (E eller I)

Sansebaseret eller intuitiv (S eller N)

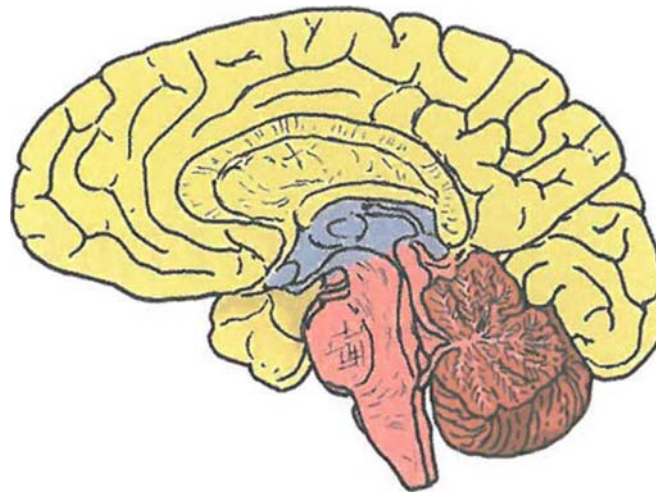
I t ' s a l l a b o u t d e c i s i o n s

Tankebaseret eller følelsesbaseret vurderende (T eller F)

Vurderende eller opfattende (J eller P)



It's all about
perception



Hvfrvtldyrhjnnntns moduler som
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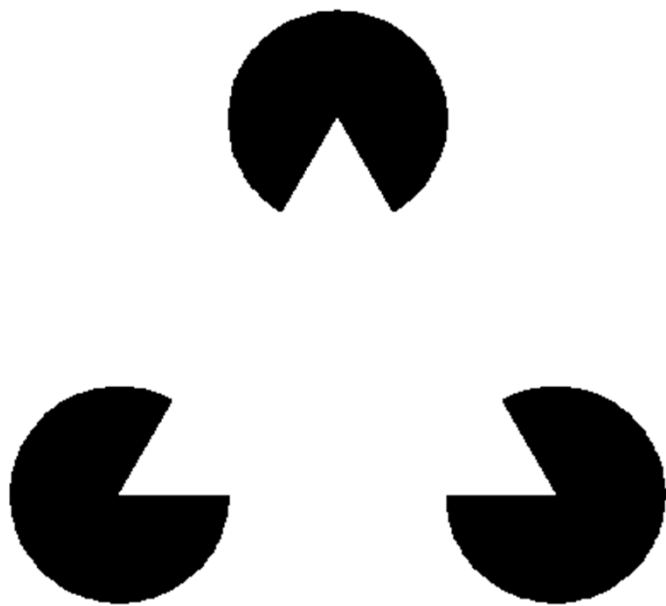
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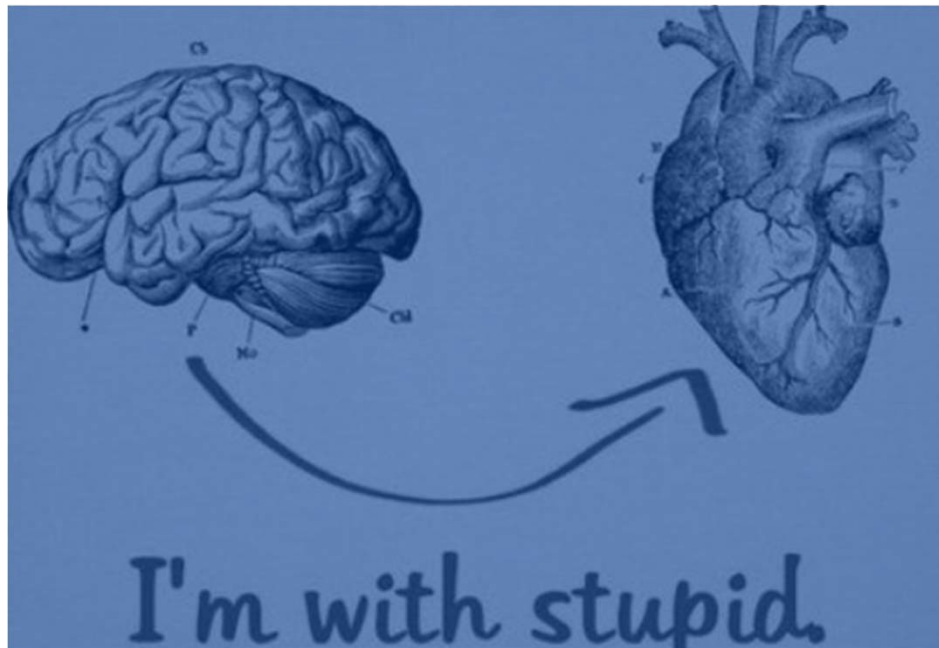


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It's all about
decisions

It's all about perceptions

E / I S / N E S T T J / F J / P

It's all about decisions

ESTJ

THOMAS

Ekstroversion

Introversion

Sansning

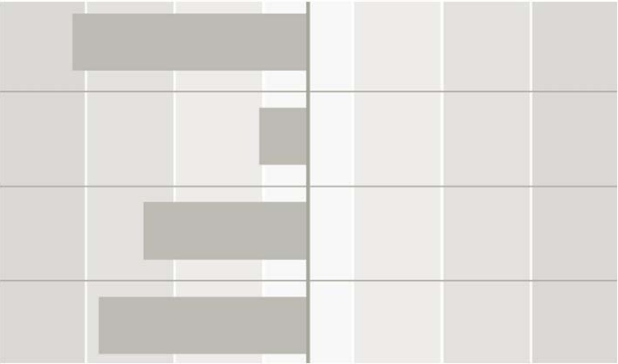
Intuition

Tænkning

Følen

Vurdering

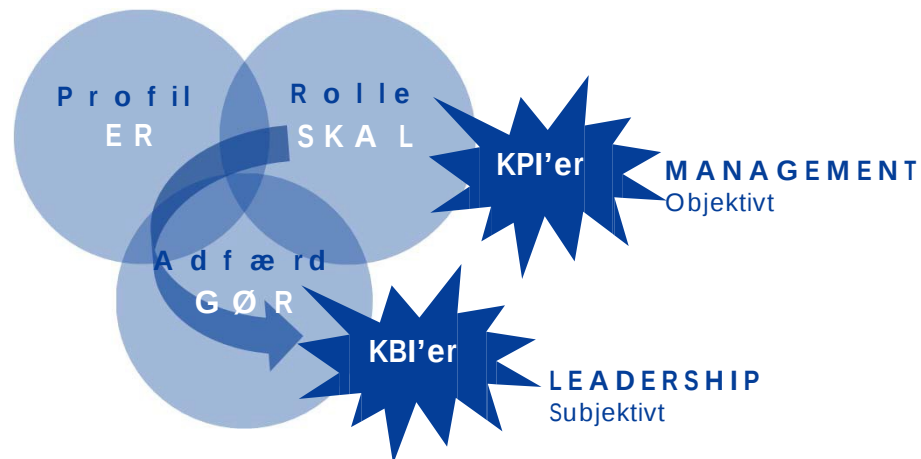
Opfattelse





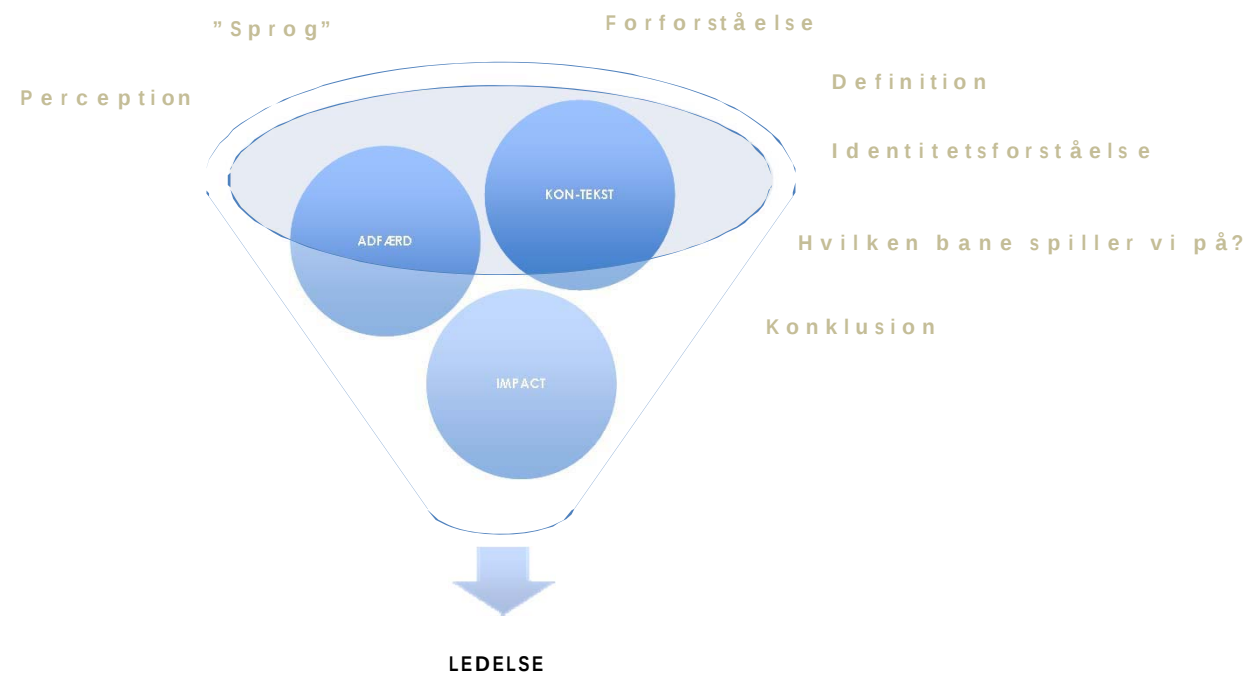
A t kto' sb lael lmaebnonuetsk e
o ge afodrer esthni png

**At udvikle virksomheder, afdelinger,
ledere og medarbejdere handler om ...**



- At skabe sammenhæng mellem den man ER, det man SKAL og det man GØR.
- At skabe sammenhæng mellem profilen, rollen og adfærden.

Too many leaders, however, focus on motivational talk with persuasive or even commanding language, while ignoring the most important and influential directive of all...their own actions.



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