

Power Measurement – Owner’s Business Rules

Owner’s Business Rules

Owners, the purpose of this document is to describe your business rules (which you have documented in your reports), and show how they define your business.

Business Rules Control Your Business

Business rules control your business. Like the rules of a sport, they lay out the playing field, the business location(s) and who works there and who manages the work there. They lay out the purpose in view of the paying customers. Then they break down that purpose into processes and activities, especially defining how those processes and activities are organized. They lay out the player’s and types of players, associating them with their equipment and types of equipment. In other words, your reports define the rules of your business. But, to see the relationships as rules they must be integrated.

Business Rules Reside in Your Reports

Those business rules reside in your reports. But, to see them you have to integrate your reports with a general business model. In other words, you can see your business rules if you integrate your reports by their general business entities. Your business reports report your specific business, but they are organized by general business entities like customer, supplier, product, process, and facility. The other reports you set up (financial and management) are already general.

Owners Set Up Reports

Owner’s, you have set up your internal reports to support your decision making. We will use that setup to show your “Big Picture. We will show how reports (when integrated by your strategic entities (the way you make decisions)) define your business rules. Strategic planning is like making war on a map. The business rules in those reports define your war map and the things on it. In other words, they define your “Big Picture”.

Reports Partially Define, but Integration Rules

Each of your reports partially defines a set of relationships between your business entities. To see those relationships as rules, they must be integrated. Separate, those rules describe a part of the big picture, but integrated they rule. They rule because they complete the definition. They rule because the payroll (integrated with the chart of accounts and the business reports) shows responsibility for the locations, processes, products and services. They show what the organization means. They rule because customers rule and they organize your view of your customers. They rule because they organize your expertise, including your suppliers and facilitators. They rule because they define the highways and byways that rule your distribution. By the way, we can now very easily use customer and supplier locations to build those grids.

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Let TeamsWin Show You Your Business Rules

Owners, the purpose of this document is to describe your business rules. Let us show them to you. Unless you have integrated your reports, you may not have ever seen them all. No matter the size of your business, we can show you for only \$2,500. You will then have a business model that defines your business. For only \$28,000 per year you can have a business model that measures your business.