

## Winning Flows – Work flow tables

Workflow Parameters	Explanation	Fluid flow analogy
Activity Information Weight (Ia).	What are/shall be done are activities. The activity contains all information about what, why and how it is done, which gives the process weight and heaviness. Information are turned over/transformed by the individuals within the activity. They have a value.	Mass (m) created from energy
Scope of work information (Oa)	The space within the process for information about what's done	Volume (m <sup>3</sup> )
Organization (Org) of people (HR) and systems (S)	Organization of people and systems. All are bearer of information about how the activity is made.	Cross Section Area (A)
Products (P). (Oa=Org*P=HR*S*P)	Products, from material in to material out.	Distance (x)
Complexity factor (X=Ia/Oa)	The activities ability to transform information with its resources.	Density ( $\rho=m/V$ )
Resource intensity (R=1/X=Oa/Ia)	The intensity is affected by knowledge, ability, motivation, behavior etc. ability and shows ability per individual.	Volumity=( $v=1/\rho$ )
Time (t)	Creates the situation.	Time (t)
Work flow (Q=Ia/ $\Delta t$ ), turned over activities.	The flow as such, either as information weight, or as information carrier (not necessarily creating value)	Fluid flow, mass flow (kg/s)
Occurrence chains	Occurrence chains for activities in the fluid where what and how transforms into value.	Streamlines

Work organization unit (Org <sub>view.</sub> or – activity scope (Oa <sub>view.</sub> ))	Specifically studied cross section or part of the flow for resources (HR*S) or Products (P) for result calculation, planning or budgeting purposes.	Control area (A <sub>c</sub> ) Or Control volume (V <sub>c</sub> )
Productivity (Pv=P/Δt) as Pr per unit of time	Production per unit of time (information about what and amount per unit of time)	Speed (Pv=P/Δt) (Velocity incl. Direction)
Increase in Pt (ΔPv=Pv/Δt)	Shows the change in productivity, is positive for improvements.	Acceleration (a=v/Δt)
Chance to Gain (G=Ia*ΔPv or D*Org )	The need for products Driving force, Incitement, Possibility to gain. For individuals/groups that perform activities the driving forces are gain per effort in different forms.	Force (F)
Demand (D=B/Org eller D=M*Δm/R)	Expressed offer to buy products or use services, from customers and other stakeholders. The demand is chance to gain, distributed over the actual resources. The demand does not need to be evenly distributed over the organization, which are to be seen as for example a duct, small in bottom where the management resides and experience a great pressure and broad at the surface where the majority of operators performs the great amount of activities, experiencing a lower pressure.	Pressure (p)
Affection (A=G*t)	Driving forces for or gain chances on the fluid summarized over time. Drives change the situation in the process (f.ex. at start of activities)	Impulse (I=F*t)

Market forces(M)	The external "Chance to Gain" that the process works under and makes it possible to put a prize on the delivery. Depends on the total demand and the amount of possible buyers.	Gravitation (g)
Part of the total value chain ( $\Delta m$ )	Part of the value chain that this particular business works on within the total or if there are more suppliers in the same value chain.	Hight (h)
Value & capital (V), gives gain and losses while performing	Value in money, but may mean something else, as joy, friendship, possibility to own development, satisfaction or fellowship. A need for the individual's participation.	Energy, heat & cooling (W)
Motivation or gain interest ( $V_m = M * \Delta m * I_a$ )	A difference in value gives a potential that may be explored. Each process has a possible ability to generate result between values in and values out.	Potential energy ( $W_p = m * g * h$ )
Work turn over in value ( $V_{oms} = f(I_a * P_v^2)$ ) as a function of Q (IV per time unit)	Work that is turned over by specific activities and their productivity.	Kinetic energy ( $W_k = m * v^2 / 2$ )
Work pressure ( $V_a = I_a * D * R$ )	The values in the actual flow, i.e. demand, resource intensity and the weight of the activity.	Pressure work energy ( $W_q = m * p / \rho$ )
Performed work ( $V_v = G * P_v$ )	Performed activities gives a value increase for the product	Work ( $W = F * x$ )
Efficiency as ( $W = V_v / \Delta t$ )	Work per unit of time, increase of value per unit of time	Efficiency ( $W / \Delta t$ )
GO, Action force ( $G_o = I_a * P_v$ )	Performing of occurrences, active engagement in the work of transforming information into products and services.	Momentum( $m * v$ )

Climate (K) i.e. culture, mood And inner situation. (Vi)	The situation for the specific individual, measurement of internal energy i.e. personal experience of value by the individual, joy, anger, fellowship, richness etc.	Temperature (T) and internal energy (Wi)
Human work condition (D*R=f(K))	Relationship between demand, resource intensity and the individual climate. A complex relationship	The General Gas Law (p*v=K*T)
Satisfaction (It) distribution of personal gains expressed as change in value distribution per K and E and change in RI.	Complicated conceptual that contains the distribution of value between the individuals within the activity. Driver gain interest. Individual experience of gain (may be in the form of increased knowledge, payment, fellowship etc.) Entropy explains the degree of ability to change towards more gain.	Entropy
Conditions/Coercion/Prerequisites	Laws, declarations, branch conditions, Economic conditions	Sheer layers/surfaces
Dependencies (B)	Creation of contracts and agreements by culture or other limitations in the individuals' possibilities to act in certain directions.	Friction
Problem areas/ Barriers/ Breach points	Things that hinders the process to proceed in a desired direction	Fluid flow resistance
Creative work, i.e. activities being performed but not according to given processes, but according to the individual needs. (This creativity is the result of the individuals personal creativity also)	Activities and result as performed with major respect to the individuals and their relations instead of what's defined as the process. May be used to fasten up the process and pass barriers, but may also slow down a process in certain conditions (se Creativity's balance).	Turbulence
Work around	Procedures that is performed to create increased value	Vortexes

	when the expected process flow is not achievable at the situation at hand. May seem unnecessary if you do not know the prerequisites.	
Information speed (It)	May vary between different individuals in the process, i.e. between people and/or systems and the product through control functions	Speed of sound
P/I-number Pt per It	Characterizes the degree of "choked" the business and defines critical productivity	Mach number
Creativity number = Ch/B	Balance between needs and gain chances, depending of for ex. Branch, team spirit, individual targeting etc., contract etc. Choked the business has always a high creativity number.	Reynolds number