As the 2nd step of our term project, please prepare **Momentum Policies and Dynamic Hypotheses** for your term project that has been proposed in TP1.

Momentum Policies

"A momentum policy is a policy that your client would implement NOW in order to address and solve the given problem". Assuming that your client is concerned about 'time to market' of their product, you can ask:

"What do you currently think you should do about the problem?"
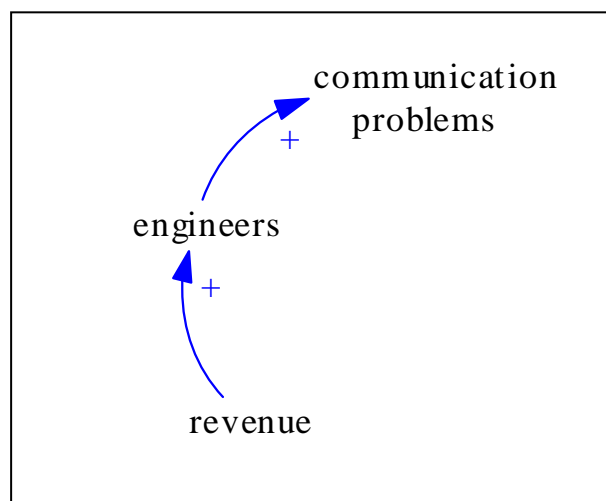This is, "if it were decision time right now, what would be your solution?"

"For example, momentum policies for the client might be:
   - Get marketing involved in the R&D process.
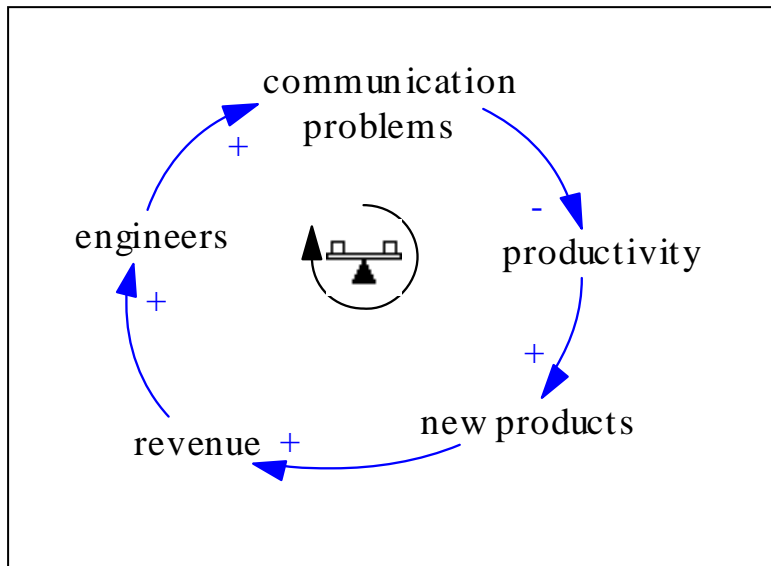   - Put a' can-do' guy' in charge of R&D."

In connection with your group's problem, please elaborate some momentum policies. In making the policies, you do not have to consider the systems and worry about whether your current policies will work for the problem or not.
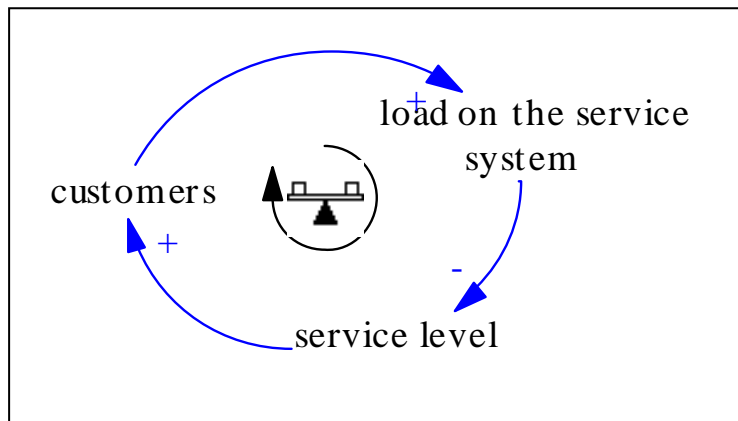
Dynamic Hypotheses

Dynamic hypotheses are explanations (not solution) for your understanding on the system and the problem you have. Ultimately they will be cast as loops. But, do not worry if you do not immediately see a feedback loop. You might have a partial loop, such as:

Or, you might have some complete loops such as:

communication
problems

+

engineers   –

+   productivity

+

revenue +   new products

If service will not improve, XXX will lose customers. With more customers, XXX will have difficulties in boosting service.

+

load on the service
system

customers   –

+

service level