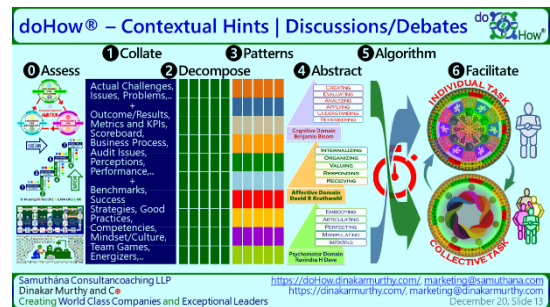




doHow® is a gamified web application used as an intervention tool for getting people to think differently and for igniting the fire in their belly to develop Agile Mindset required for achieving Amazing Outcomes through Execution Excellence, centred around the actual issues and challenges faced by a team or a company.

doHow® is best suited for breaking the departmental barriers through discussions on handpicked contextual topics, for achieving the intended amazing outcomes, there by changing mindset and evolving an agile growth mindset. During a doHow® game large groups are broken down in smaller groups of 2, 3 or 4.



doHow® methodology can be applied to any challenge being faced by an organisation by designing a game where carefully handpicked contextual hints based on situation appraisal of the actual issues. The hints cover the global good practices as well as the NSDC Socio-Emotional Frameworks, the relevant Qualification Packs and National Operating Standards. These carefully formulated contextual hints trigger focussed discussions and debates in a Socratic way, for participants to evolve an agile growth mindset required for realising their goals through Execution Excellence.

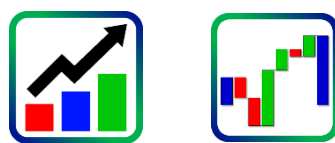
doHow® makes an Impact on the Execution Excellence mindset and culture through alternating individual and team tasks, during which individuals are constantly perceiving, thinking, discussing, deciding, and acting or responding without negating or being judgemental. This gets individual and team buy in by selecting only those actions that lie within the respective circle of influence of each participant.

doHow® can be applied to any one of the following issues or challenges:

**Developing Soft Skills**



**Achiving Hard Metrics**



**Mindset/Culture Transformation**



We now Invite you to this amazing journey of doHow® by following these steps.

Step	Description	COM	IND
0	Chose a common (COM) <b>Amazing Outcome</b> you want to achieve with your team(s) and invite all your stakeholders necessary for a doHow® workshop. You may also invite your most valuable people wanting to achieve individual (IND) <b>Amazing Outcomes</b> for an inspiring and engaging session. <b>Give Handouts!</b>		
1	Form teams of 2, 3 or 4, assign each player an ID A/B, A/B/C or A/B/C/D and number the teams or get the teams to decide on a name. Get everyone to enter Name   Date/Place   Team Number/Name   Player ID   COM <b>Amazing Outcome</b> or IND <b>Amazing Outcomes</b> .	Must	Must
2	Get everyone to identify and note down the top 3 goals or key result areas that they want to define for themselves for the COM <b>Amazing Outcome</b> or IND <b>Amazing Outcomes</b> . <b>Then, get everyone Imagine/Visualise and note down their Work/Life situations after achieving their amazing outcome and identify and note down their respective Feelings</b>	Must	Want
3	Get everyone to identify and note down their top 3 routines, preferably daily routines, for achieving their top goals for COM <b>Amazing Outcome</b> or their IND <b>Amazing Outcomes</b> .	Must	Want
4	Sign-up and login to the doHow® APP by using <a href="https://dohow.dinakarmurthy.com/user">https://dohow.dinakarmurthy.com/user</a> .	Must	Must
5	Go to the Market Place, select the <b>most appropriate doHow® game</b> for achieving your <b>Amazing Outcome(s)</b> and add edition to My Games in the Dashboard. Go to My Games and chose Play Again, and then Start the Game. Please check out your wallet balance and the price per game round and confirm to start the game. If your wallet balance is insufficient, please recharge your wallet by going to My Profile under My Account.	Must	Must
6	Get the players to perform individually, then get the teams to conclude.	Must	Must
7	Get the players note down any <b>Ideas, Sparks, Insights and/or Questions</b> that they get every round for improving their <b>Work   Life</b> , not necessarily for just achieving the <b>Amazing Outcome(s)</b> , while focussing on the <b>Amazing Outcome(s)</b> . In case they don't get any, don't worry, just continue the game and these come naturally after some rounds. Continue playing and end the game when you are satisfied with the quality of the <b>Ideas, Sparks, Insights, Questions, Immediate (ASAP!) Actions and/or Prototyping</b> .	Must	Must

Name		
Date/Place		
Team Number/Name		
Player ID (A, B, C or D)		
Note down your Amazing Outcome <i>Common for Teams</i> <i>Personal for Individuals</i>		
Note down your Work   Life situations that you imagined and/or visualised once you have achieved your Amazing Outcome. Note down your feelings associated with them		
Note down the 1 <sup>st</sup> important goal or key result area		
Note down the 2 <sup>nd</sup> important goal or key result area		
Note down the 3 <sup>rd</sup> important goal or key result area		
Note down the 1 <sup>st</sup> important routine		
Note down the 2 <sup>nd</sup> important routine		
Note down the 3 <sup>rd</sup> important routine		

SI N°	IQAP	Insights   <b>Q</b> uestions   <b>A</b> ctions   <b>P</b> rototyping	Status
			⊕
			⊕
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Top 1 Insight/Question	Top Favourable Effect	Top Adverse Effect
Action	Due	Main Responsible Person
Routine	Reminder	Persistence Reward
KPI Visualisation	KPI Tracking	KPI Progress Review
Business Process Linkage	Top/Bottom Line Business Impact	Stakeholder Satisfaction Impact



Samples of the progress report ledgers and weekly MIS:

Discussion Ledger						ABC Pvt Ltd	
N°	Date	HH:MM	Mode	Location	Client Participants	Samuthána	Remarks
1	11Sep2020	02:00	F2F	Pune	Fulano, Beltrano, Cicrano, Tom Dick and Harry	Dinakar, Vivin	Fortnightly doHow® Kick-off for improving Sales
2	26Sep2020	02:00	Web	Bengaluru, Pune	Fulano, Beltrano, Cicrano, Tom Dick and Harry	Dinakar, Vivek	2nd doHow® Session for improving Sales

Learning Ledger				ABC Pvt Ltd	
N	Dat	Discussed Top	Imparted Learning	Date: Progress	Remarks
1	11Sep	Team Simulation of resolving a situation of a missing component.	Intimating customer of the unfortunate delay	26Sep: Fulano will lead a CFT 09Oct: The team needs to prepare a training material or a booklet. 13Nov: The Training material is OK.	C
2	11Sep	Seeking evidence of yesterday's actual Cold Calls	Everyday, seek the learning and what will be done differently to succeed in the commitment.	26Sep: Approaches defined. 23Oct: Will be discussed on 6 Nov.	Y
3	11Sep	Sales funnel	Clearly prepare a plan to increase conversion for each segment.	26Sep: Plan does not consider market uncertainty. Needs to be reworked	R
5	26Sep	Information discussing with peers	Readiness to consult and seek advice.	09Oct: This topic is integrated in the deployment of values. Dropped here.	B

Proposal Ledger				ABC Pvt Ltd	
N°	Date	Topic	Proposal	Date: Progress	Remarks
2	08Sep	Kick-off	Plan a introduction and kick-off of a weekly review call for 30 min.		?

Calendar Week	CW49	CW50	CW51	CW52	CW01	CW02	CW03	CW04	CW05	CW06	CW07	CW08	CW09	CW10	CW11	CW12	CW13	CW14	CW15	CW16	CW17	CW18	CW19	CW20	CW21	CW22
Weekly Planned Load	28 h	28 h	28 h																							
Overall Status	Y	Y	Y																							
New Calls @ 30 min per call	Daily Target	2	2	2																						
incl. Research and tracker updating	N° of Days	5	5	5																						
	40h/w share	5 h	5 h	5 h																						
	Weekly Target	10	10	10																						
	Weekly Actual	4	1	1																						
	Status	Y	Y	Y																						
Follow-up Calls, eMails, WhatsApp... @ 10 min per call incl. tracker updating	Daily Target	15	15	15																						
	N° of Days	5	5	5																						
	40h/w share	13 h	13 h	13 h																						
	Weekly Target	75	75	75																						
	Weekly Actual	26	24	29																						
	Status	Y	Y	Y																						
30 min Intro Meetings @ 1.5 h including pre and post tasks	Daily Target	-	-	-																						
	N° of Days	5	5	5																						
	40h/w share	5 h	5 h	5 h																						
	Weekly Target	3	3	3																						
	Weekly Actual	0	0	0																						
	Status	R	R	R																						
2h Demo Sessions @ 3 h including pre and post tasks	Daily Target	-	-	-																						
	N° of Days	5	5	5																						
	40h/w share	6 h	6 h	6 h																						
	Weekly Target	2	2	2																						
	Weekly Actual	0	0	0																						
	Status	R	R	R																						