

Power Measurement – Three Integrated Databases

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The purpose of this document is to understand power measurement by understanding the integration of three databases. TeamsWin Database Services produce a set of three databases. This understanding is for database technical people who want to understand what is “under the hood”, and hopefully it will show those same people the importance of our copyrighted key which controls this general business modeling process. But, these “database people” have to understand Management Accounting and Business Science, also “under the hood”.

It is a New Idea

There is good reason no one else has been able to build this kind of database. For the same reason, no one else has even envisioned this kind of business modeling. It requires normalization (a data or business modeling term), and that normalization requires a theme, or template, or thinking tool.

For Business Modeling People

That Business Modeling technical reason: business information normalization requires a thinking tool. Our Key is that thinking tool. Hopefully this document will explain this new general business modeling process. To begin that explanation, our key organizes information the way decisions are made, the way Business Science teaches decision making. In fact (with your business information and your decisions as the example) you can learn Business Science using our software.

For Management Accounting People

Management Accounting is the discipline that defines information requirements for all types of business decisions. Management Accounting organizes Business Science from the viewpoint of those decisions and their information requirements.

For Business Science People

Business Science could be called the language of bringing people of various talents together to accomplish purpose. Therefore, it is the language of teamwork. In defining information requirements, Management Accounting defines all the relationships required to measure teamwork.

Information Heavylifting and Power Measurement

Without taking any of your time, TeamsWin software and services transform your functional reports into Management Accounting and Business Science. We call our process “Information Heavylifting” and we call the result “Power Measurement”.

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Owner's Software

TeamsWin Information Heavylifting is a general business modeling process, a process that creates "Owner's Software". It takes information from the same reports an owner uses to manage his business, and creates his business model. Sometimes those reports are a simple spreadsheet that does not change very often, like an organization chart for a small organization, or a list of informal contracts with subcontractors. Most often those reports are from the business software used to manage jobs, production inputs, outputs and sales, plus charts of accounts and trial balances from financial software, and organization chart information from the payroll. The owner has set up these reports to support his decision making. Using general business language, we bring that information together the way the owner has designed it to come together in his reports. In other words, this process creates the business model hidden in the owner's reports.

TeamsWin General Business Model Key

The key to this general business modeling process is our TeamsWin General Business Model and its copyrighted Key. Like a Chart of Accounts for financial information, it organizes all business information the way it is presented in Business Science. Our special threefold key covers all the ways we measure things, each report addresses a different way, and those ways provide us the key to integrating owners reports for decision making. Our key is like an expanded Chart of Accounts.

Measurements

Each report addresses a different way we measure things. For example: sales reports are from the customer's perspective where things are measured with pictures, advertising, drawings and performance specifications. Production reports are from the supplier's perspective. They are process oriented and measure process inputs and outputs using statistics. Facilitation (distribution) reports are location oriented and from location we can derive all the time, speed, distance, volume, temperature, type pressure measurements. Financial reports are historical accounts. They are measured by points in time and time periods. The future is measured by plans, organization and communication. We said our key was like an expanded Chart of Accounts. That is because you define a business model each period with all these measurements you have collected. Our General Business Model and your Enterprise Model combine to define your business over time so you can measure cause and effect. In measuring cause and effect, you are also measuring cross-functional teamwork.

First: a Specific Enterprise Database

Power Measurement is a set of three integrated relational databases that put the owner's business information at his fingertips. First it organizes his specific Enterprise Database (in his specific business terminology). This Enterprise Database has tables for the reports and related tables for general business entities. Using those general business tables, we transform your information into a general business model, linking your information to Business Science and the information requirements for each type of business decision. Therefore, we use your reports to identify your general business entities, and our key makes that transformation process easy.

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Objective, Control and Activity

Like everything we do at TeamsWin, there is a threefold with an objective, a control and an activity. A control organizes an activity for an objective. In our threefold, the Business Model Database is the control. Like a highway that filters traffic, it uses the Team Database objects and objectives to filter information from the Enterprise Database. The names of general business entity instances in the Enterprise Database are also instance names in the Team Database. As a result, you can define a Team (or Strategy or Business Decision) and see all the Enterprise information you have collected for that Team (or Strategy or Business Decision).

The Team Database

The objective of this database threefold is our Team Database. It is organized by general business terminology, especially strategic terminology. Like making war on a map, it allows the owner to define a problem, or decision, or define his business objectively. Plus, its organization defines our copyrighted TeamsWin key and how that key normalizes general business information. Using general business objects (like: product, process, activity, facility, customer, supplier, market, account, equipment, and location) as controls, drop down lists (of specific object names gathered from the reports) define the strategy. Like making war on a map, by simply pulling together the objects you want to see on the map (including the map) you have put everything you know about those objects (and their relationships) at your fingertips. Plus, finer points (like quantities and percentage of use) help you produce an instant budget.

The Business Model Database

The third database controls this specific to general integration process by linking the Team and Enterprise tables. So the third database of our threefold controls Enterprise activity to produce our objective, the integrated Team Database. Integrated, you can query across the three databases. Integrated, these three databases define your business objects so at your fingertips you can quickly see every way you have measured these objects and their relationships to each other over time. I say over time because it takes time to measure cause and effect.

Teamwork and Cross-functional Roles

As soon as you identify business objects you realize they play various roles in the business. For example: one person's product is another person's requirement; and one person's supplier is another person's customer. Those roles are identified by the type of information we collect in the functional reports. In collecting information in your functions, you are defining the object and all the roles it plays in the business. In other words, you are measuring the object and recording the object measurements in the functions. We then show you all the roles that object plays by relating objects and their measurements. This is all done using names, the names in those reports. We see how the names are organized in those reports. In doing that we are also organizing the roles of those objects. The owner's organization schemes show how he wants to roll them all together. If we are wrong the first time through, it only takes a moment to make a one time correction.

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Teamwork and Cross-functional Understanding

Before deciding on goals and objectives, everyone on a team must understand the team and how roles support the team. To do that, they must understand all the roles on the team. TeamsWin provides this understanding. It works (and is affordable) for both the largest and smallest teams. With large teams the owner wants to save time and make sure all the decision makers share his vision. With small teams the owner wants to save time and understand all the roles he is playing. Even a team of one must understand all roles that one is playing.

Measuring Teamwork

Except for our key, we did not invent anything. But we use our key in everything we do. We used it to model Business Science and we will use it to model your Enterprise Database. Our key is the key to normalizing business information so it can be used across functions for many purposes. One person's product is another person's requirement. Without our key, it is impossible to measure teamwork.

Power Measurement –Three Databases Summary

The purpose of this document is to understand power measurement by understanding the integration of three databases. TeamsWin pulls an expanded Chart of Accounts from all your reports to define every aspect of your business. If you know a little about Business Science and Management accounting, you can see how your reports fit those subjects. If you know a little about databases, then you can understand how we bring report information into the enterprise database, and use names to filter that information. Except for our key, we did not invent anything. But we use our key in everything we do. Our key is the key to using business information across functions for many purposes. Hopefully we have shown you technical people the importance of our copyrighted key and the power of Power Measurement.