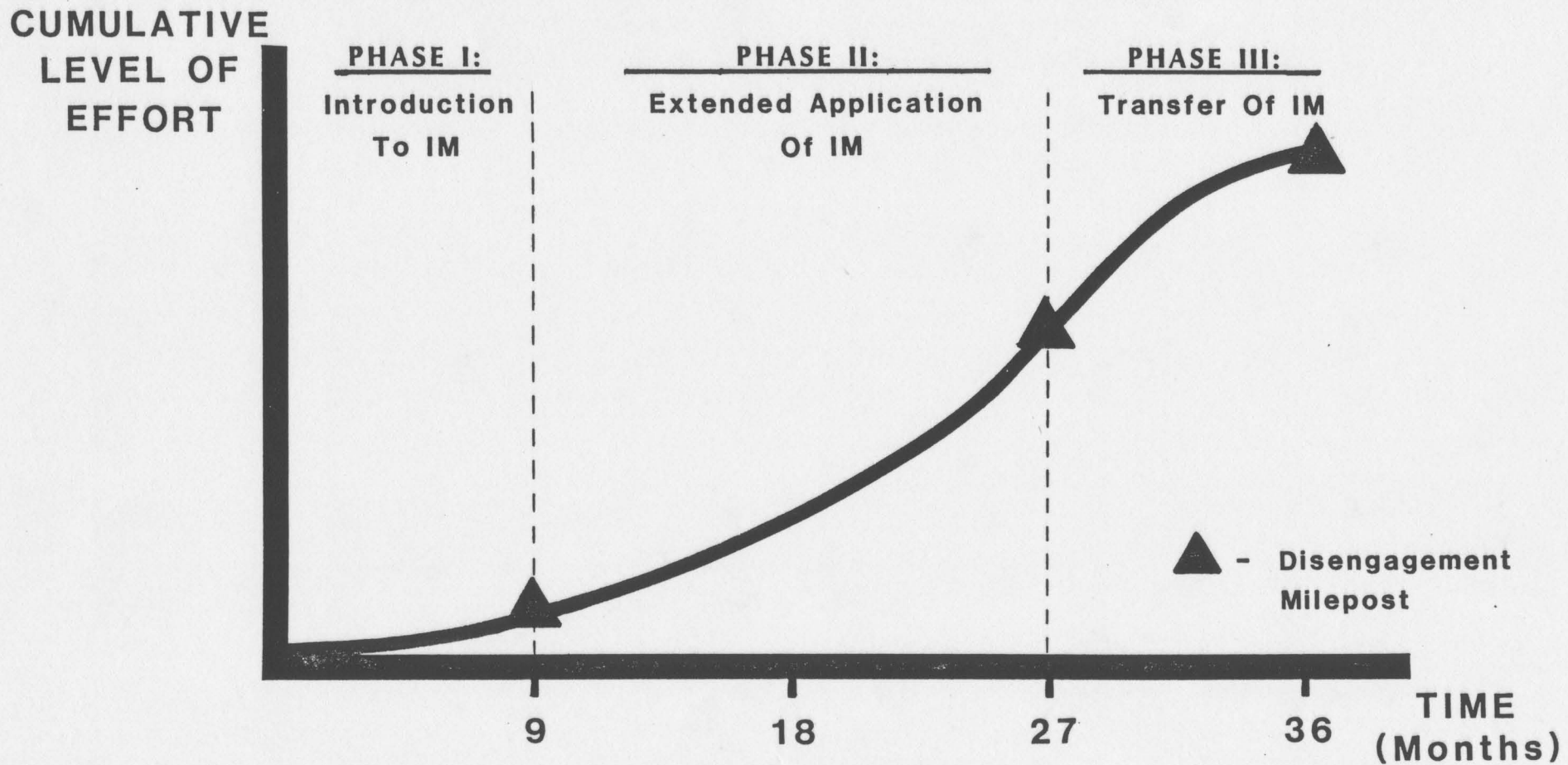


**TYPICAL LIFE-CYCLE FOR INSTALLING
INTERACTIVE MANAGEMENT
IN AN ORGANIZATION**

TYPICAL LIFE-CYCLE FOR INSTALLING INTERACTIVE MANAGEMENT IN AN ORGANIZATION



PHASE I

INTRODUCTION TO INTERACTIVE MANAGEMENT

- * Contact With "Broker"**
- * Top Management Commitment**
- * Selected Problem-Solving Sessions**

PHASE II

EXTENDED APPLICATION OF INTERACTIVE MANAGEMENT

- * “Broker” Helps To Identify More Application Areas For The Use Of IM**
- * Top Management Involvement In IM Problem-Solving Sessions**
- * IM Training Begins**

PHASE III

TRANSFER OF INTERACTIVE MANAGEMENT

- * Training Of IM Facilitators**
- * DEMOSOPHIA Construction**
- * Software Transfer**
- * Disengagement of IM Experts**

PRECONDITIONS FOR THE INSTALLATION OF INTERACTIVE MANAGEMENT

- * Top Management Commitment**
- * No "Instant Gratification"**
- * Organizational Home For Continuity Of
Intermittent Application Of IM**
- * External Overseer Of Installation**