

VALUE PERCEPTION MONITORING + ADJUSTMENT

A continuous cycle.

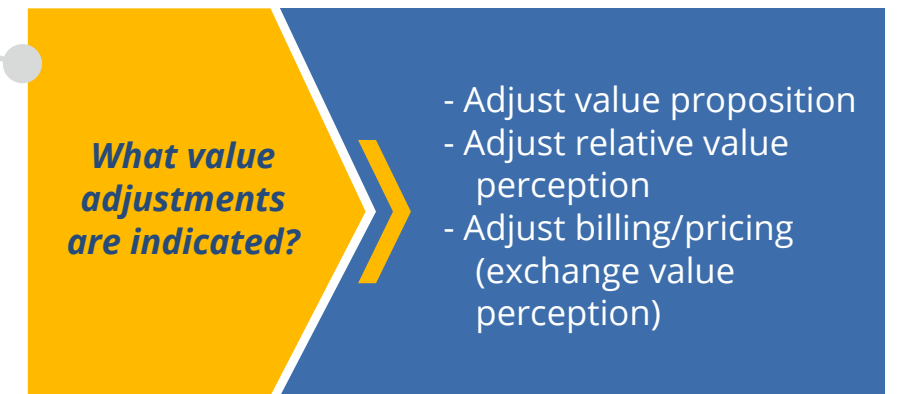
1. Analyze

Value-focused in-depth conversations.



2. Adjust

Value-enhancing actions.



3. Communicate

Communicate the value of your adjustments.



4. Evaluate

Did adjustments and communication succeed?

