

EXAMPLES OF SOLVED PROBLEMS

Application of the "MUPS - Model of Universal Problem-Solving"

NO	PROBLEM	CAUSES OF THE PROBLEM	CONSEQUENCES OF NOT SOLVING THE PROBLEM	SOLUTION OF THE PROBLEM	REQUIRED ACTIVITIES (deadlines and executors)	NOTES
1	Frequent non-compliance with implementation deadlines	<ul style="list-style-type: none"> - Daily plans are not made - Intrusions of less important activities are allowed - The individual does not have the competence of effective organization - There is no implementation control - Irresponsible behaviour of individuals 	<ul style="list-style-type: none"> - Non-compliance with deadlines leads more and more to the postponement of other implementation deadlines - A lot of unused time while waiting for the implementation of a particular activity, which is a condition for further activities - A bad picture of us to the external partners we work with - Others see us as unreliable - Creating damage (additional costs) which reduces the result 	1 Creating the procedure	<ul style="list-style-type: none"> - Make a proposal for the "Management of deadlines" procedure Deadline: October 10, 2024. Monday - The holder of the procedure: Ivan L. - Discussion on the proposed procedure Deadline: October 18, 2024. Friday - everyone - Making a decision on proceeding according to the procedure Deadline: October 23, 2024. Wednesday - Director 	<p>The procedure should include:</p> <ol style="list-style-type: none"> 1. Who is obliged to apply the procedure 2. Since when the procedure is applied 3. The individual must report the delay to all involved: Give a reason for the delay and define a new implementation deadline 4. If necessary/requested, provide a written statement about the delay 5. According to need/interest/request, record subjective delays.



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MUI is the only complete and universal model for optimally achieving goals in the world education market.
The model is completely predefined with extremely simplified activities and is thus accessible to any average individual.

2	Insufficient recognition in the market	<ul style="list-style-type: none"> - There is no written Marketing Plan - The participants do not have adequate advocacy competencies - There is a lack of monitoring of recognition in the market - No new promotion technologies are introduced 	<ul style="list-style-type: none"> - The competition is "trampling" us. - Insufficient sales support - Expenses are higher than income 	2 Creation of the management product: Marketing Plan	<ul style="list-style-type: none"> - Make a Marketing Plan proposal by the end of the current year Deadline: July 1, 2024. Monday Author: Director of Marketing - Discussion on the Marketing Plan proposal: until July 8, 2024. Monday – all relevant persons - Making a decision on the acceptance of the Marketing Plan Deadline: July 16, 2024. Tuesday - Expert Group 	<p>When creating a Marketing Plan:</p> <ul style="list-style-type: none"> - Make a SWOT analysis - Set goals (measurability and deadlines) - Define strategy - Determine what will be the main driver for achieving goals - Define the way to control the implementation of the plan (weekly, monthly, quarterly and final) - Revise the plan according to need/interest
3	Insufficient information to perform the task	There is no template according to which tasks are given.	<ul style="list-style-type: none"> - All participants will understand the task differently (what needs to be done) - The participants in the implementation of the task will improvise - Misunderstandings between the participants in the implementation of the task - The need for additional interpretation of tasks, which leads to unnecessary consumption of resources, primarily time 	2 Creating management products: Task management decision	<ul style="list-style-type: none"> - Make a decision on the mandatory components that the task must have. Deadline: September 4, 2024. Wednesday– Development Team - Create a form for giving assignments Deadline: September 5, 2024. Thursday – Development Team - Beginning of application of the decision for all employees in managerial positions: September 11, 2024. Wednesday 	Any incomplete giving of tasks leads to improvisation. Improvisation always causes damage and reduces the result.

4	Ineffective communication between team members	<ul style="list-style-type: none"> - Everyone communicates in their specific way - There is no defined method of communication in the team that is the best solution 	<ul style="list-style-type: none"> - Disturbed interpersonal relationships - Decrease in efficiency and productivity in the group 	12 Outsourcing: Communication expert	<ul style="list-style-type: none"> - Choose an expert for communication <p>July 8, 2024. Monday – Director of Human Resources</p> <ul style="list-style-type: none"> - To hold three (3) workshops on "Effective Communication" at the company <p>Start of training: July 15, 2024. Monday</p> <ul style="list-style-type: none"> - Conduct a knowledge check after the workshops: <p>August 15, 2024. Thursday</p>	<p>Competencies (knowledge, skills and behaviour) of effective communication must be learned and implemented daily.</p> <p>There are no naturally talented individuals who are experts in communication.</p>
5	Dissatisfaction with professional career	<ul style="list-style-type: none"> - The working environment does not encourage the acquisition of competencies - The superior is not interested in the advancement of subordinates - There is no objective evaluation of contributions - The promotion criteria are subjective and according to the personal interest of superiors - The best are leaving 	<ul style="list-style-type: none"> - Unused potential - Growing dissatisfaction with career - The situation will get worse and worse - Dissatisfaction with one's career increasingly harms family relationships 	4 Making a workflow: Finding a new job	<ul style="list-style-type: none"> - Make a workflow: Finding a new job <p>Deadline: October 7, 2024. Monday - personally</p>	<p>The workflow must include:</p> <ul style="list-style-type: none"> - My current competencies - Desired goals - Missing competencies - Engagement plan on social networks