#### Assignment 1

### A guide to MoC grade – questions 1 and 2

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| *Grade* | *Explanation* |
| 10 | 1. summary of the basic information about the business of choice
2. well-structured (sub-processes are related to appropriate processes) Matrix of Change with three existing processes clearly identified
3. all abbreviations explained
4. a comprehensive statement of three existing business processes or an outline of proposed initiative
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| 9 | 1. summary of the basic information about the business of choice
2. well-structured (sub-processes are related to appropriate processes) Matrix of Change with three existing processes clearly identified
3. a comprehensive statement of three existing business processes or an outline of proposed initiative
 |
| 8 | 1. summary of the basic information about the business of choice
2. well-structured (sub-processes are related to appropriate processes) Matrix of Change with three existing processes clearly identified
3. all abbreviations explained
 |
| 7 | 1. summary of the basic information about the business of choice
2. well-structured (sub-processes are related to appropriate processes) Matrix of Change with three existing processes clearly identified
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| 6 | 1. summary of the basic information about the business of choice
2. Matrix of Change with three existing processes
3. processes are identified in some way
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| 5 | 1. summary of the basic information about the business of choice
2. Matrix of Change with three existing processes
3. processes are not identified
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| 3 | 1. summary of the basic information about the business of choice
2. Matrix of Change is not included
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### A guide to business benefits and challenges grade – question 3

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| *Grade* | *Explanation* |
| 10 | 1. the functioning of an established decision-making in one area of a crucial part of the business process is explained
2. **a data-driven decision-making in one area of a crucial part of the business** is proposed
3. conflicts that would challenge the implementation of proposed transformation to the data-driven decision-making are clearly identified
4. ways in which this data-driven decision-making transformation will benefit your business are clearly identified
5. potential specific sources of relevant data to be used for the proposed data-driven decision-making are identified
6. an explanation why the proposed data-led decision making is better than the proven existing business formula
7. an explanation of how economic value by the proposed initiative will be created is included
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| 9 | 1. the functioning of an established decision-making in one area of a crucial part of the business process is explained
2. **a data-driven decision-making in one area of a crucial part of the business** is proposed
3. conflicts that would challenge the implementation of proposed transformation to the data-driven decision-making are clearly identified
4. ways in which this data-driven decision-making transformation will benefit your business are clearly identified
5. potential sources of relevant data to be used for the proposed data-driven decision-making are identified
6. an explanation why the proposed data-led decision making is better than the proven existing business formula
7. relevant materials, discussed in the course, are utilized
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| 8 | 1. the functioning of an established decision-making in one area of a crucial part of the business process is explained
2. **a data-driven decision-making in one area of a crucial part of the business** is proposed
3. conflicts that would challenge the implementation of proposed transformation to the data-driven decision-making are clearly identified
4. ways in which this data-driven decision-making transformation will benefit your business are clearly identified
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| 7 | 1. the functioning of an established decision-making in one area of a crucial part of the business process is explained
2. **a data-driven decision-making in one area of a crucial part of the business** is proposed
3. either conflicts or benefits are not described
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| 6 | 1. the functioning of an established decision-making in one area of a crucial part of the business process is explained
2. **a data-driven decision-making in one area of a crucial part of the business** is proposed
3. neither conflicts nor benefits are described
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| 5 | 1. a certain proposed transformation is described, however, it is not the assigned change from the established decision-making formula to the data-driven decision-making process
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