

METHODS OF DETERMINING CSF - KEY SUCCESS FACTOR

When we have two or more elements of "something", always one element is the most important concerning the defined attributes.

Priority management (what will give us the greatest results) must be the starting point in the actions of individuals.

That is why solving the priority problem - currently the biggest problem - is the driving force behind the development of individuals and any form of togetherness (groups, organisations and communities).

There are two (2) ways you will determine the **CSF** (Critical Success Factor) - currently the biggest problem:

1. By intuition

Read all recorded problems in the "**INVENTORY OF NEGATIVE STATES**" as slowly as possible. You will consciously/subconsciously unmistakably determine which is your biggest problem at the moment.

This is logical because you are the best expert on the situation in the area of your responsibility and authority.

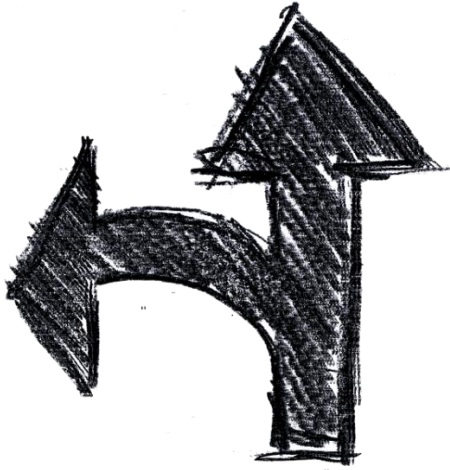


2. According to the defined elements for determining the CSF

- There are obligations towards others
- Failure to solve the problem will create many new problems
- Solving the problem will reduce the pressure
- You will be in a significantly better mood
- You will be "exposed" if the problem is not solved immediately
- The topic in which the problem is at the end and you will no longer deal with it
- New development opportunities open up for you
- You will miss the fixed deadline for implementation
- Status will be lost
- You made a promise to others
- Harm will be caused to others
- Significant consumption of resources
- Others will have to be involved if you do not solve the problem
- The solution to the problem will have to be left to others, and that does not suit you
- Legal norms are violated
- It is fatal
- It is immoral
- Recurring problem
- Damage is created continuously
- Everyone expects it from you
- You can't move forward until you solve the problem

USEFUL THOUGHTS

- Everyone knows their current biggest problem when they have listed all the necessary topics from the defined areas of activity and know all the components of the "Negative states" tool.
- The most common causes of problems are procedural deficiencies. This is logical because the lack of procedures gives individuals the "freedom" to work in their way and it is mostly improvisation.



PRACTICE

1. In addition to the indicated elements for determining the CSF, add your missing elements for determining the CSF.
2. Exchange information about the elements for determining CSF with others from your environment.
3. Determine the three (3) elements that most affect the determination of the CSF - the biggest problem at the moment. Let them serve you to quickly determine your KSF.

CONCLUSION

The "**MUPS - Model of Universal Problem-Solving**" enables every average individual to successfully determine the CSF - their current biggest problem, one by one.

This enables more problems to be solved in a relatively short time because all the elements for determining the CSF are defined.

It only needs to be done "mechanically" (precisely according to the defined written procedure).