



INVESTMENTS IN EDUCATION DEVELOPMENT

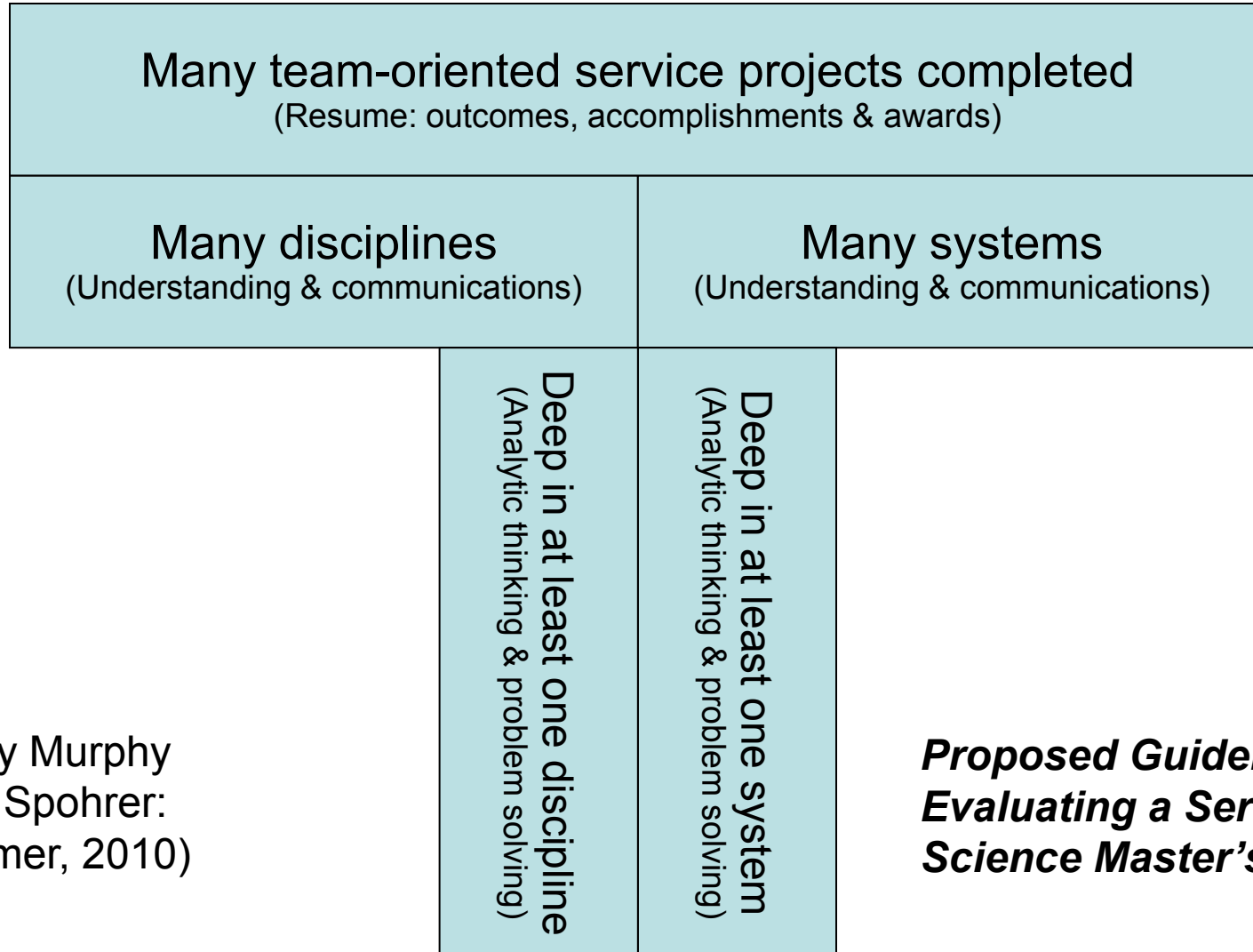
Key competences of Service / Service System innovation

Murphy&Spohrer approach
Project DELLISS
S-R-O-D Scheme

Topics

- Wendy Murphy and Jim Spohrer approach
 - New curriculum evaluation
- Project DELLISS deliverables
 - New profession definition
- S-R-O-D scheme
 - One possible way to understand in contexts
- GTM and the consequences
 - ...

“T-shape” professional revised



Wendy Murphy
& Jim Spohrer:
(Summer, 2010)

***Proposed Guidelines for
Evaluating a Service
Science Master’s Program***

What is a Service Science Masters program?

“A Service Science Master’s degree is an advanced degree in any discipline and service system which is grounded in a single discipline (such as engineering or business) while also developing the students’ ability to understand and communicate across / among multiple disciplines.”

Wendy Murphy
& Jim Spohrer₄
(Summer, 2010)

Service context

- The program overall must be multi-disciplinary.
- It must provide an integrated educational experience in a *context of Services* that develops the ability of graduates to apply pertinent knowledge to solving problems working across / among multiple disciplines and service systems.
- The notion of value-cocreation is important to cover as well as using cases and examples about services.

Program outcomes

- Professional skills
- Attitudes
- Disciplinary field and Service System



Wendy Murphy
& Jim Spohrer⁶
(Summer, 2010)

Professional skills

Graduates have:

- an ability to function effectively and lead multi-cultural and virtual teams
- an ability to work within a project management structure and contribute to business case-based decision making
- an ability to understand professional, corporate, ethical and social responsibilities
- an ability to use multiple communications mechanisms; to plan, organize, prepare, and deliver effective reports in written, oral, and other formats
- an ability to utilize the appropriate literature and use it as a principal means of research and staying current in the disciplines

Attitudes

- a recognition of the value of collaboration and the ability to collaborate
- a recognition of the need for, and an ability to engage in lifelong learning
- a respect for diversity and a knowledge of contemporary professional, societal and global issues
- a commitment to quality, timeliness, continuous improvement and innovation

Disciplinary field and Service System

Graduates are able to

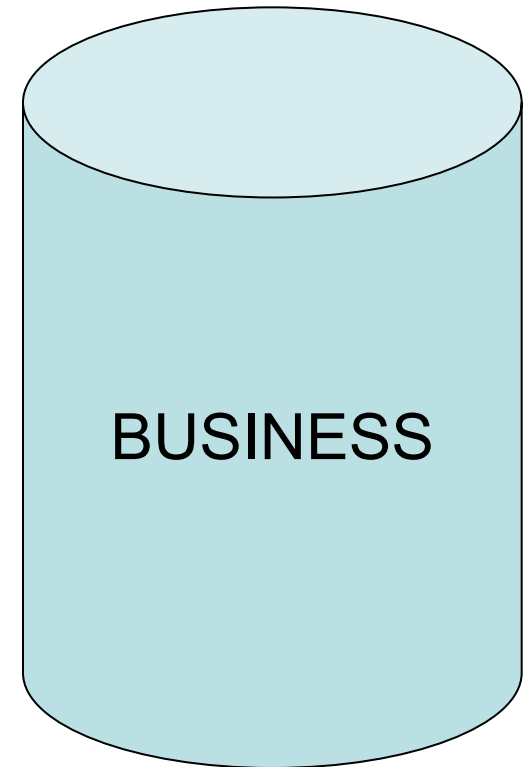
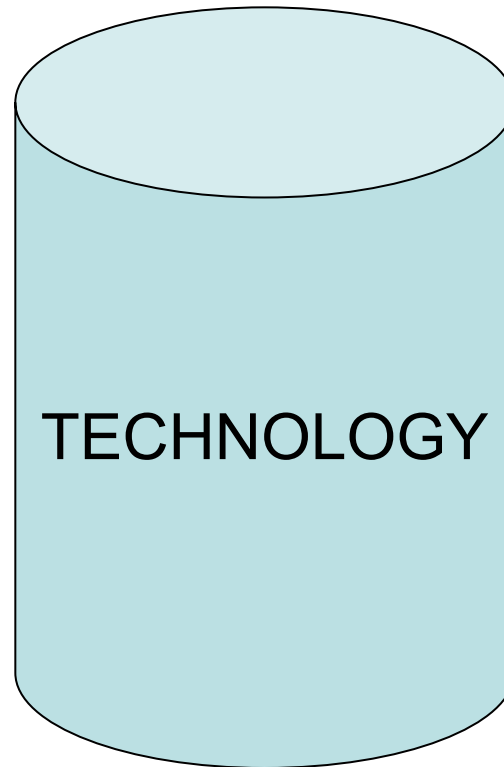
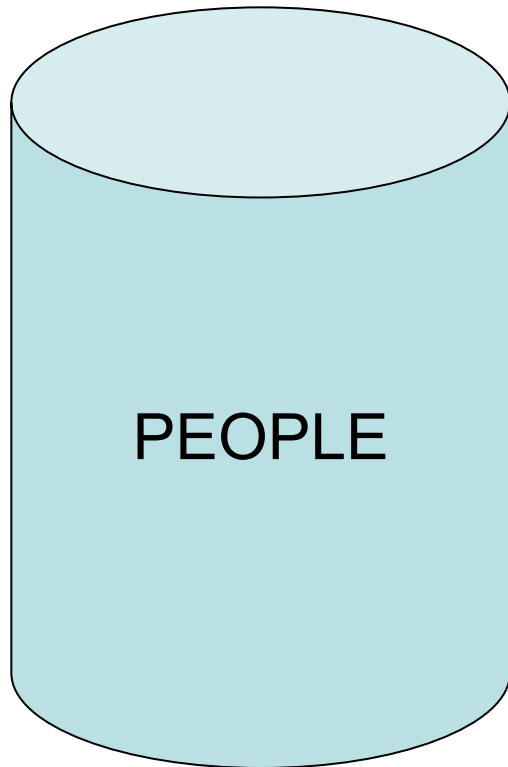
- apply masters level knowledge to be able to understand and communicate across / among the areas of technology, people and business
- apply masters level knowledge to demonstrate analytic thinking and problem solving within one discipline and for one or more system

Service System

revised definition

- A **system** is a set of entities involved in relationships and interactions.
- We think of **service systems** as dynamic human centered value co-creation systems.
- These are “real world application” of disciplines.
- Every day nearly every person is a customer explicitly or implicitly of the following groups of systems:
 - Systems that meet routine daily needs for everyone (moving material, energy, information)
 - Systems for people's life planning (places and life-styles services)
 - Systems for governing (public services, rules and policies)

What are the 3 pillars of modern society?



Depth for disciplines

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- Enable students
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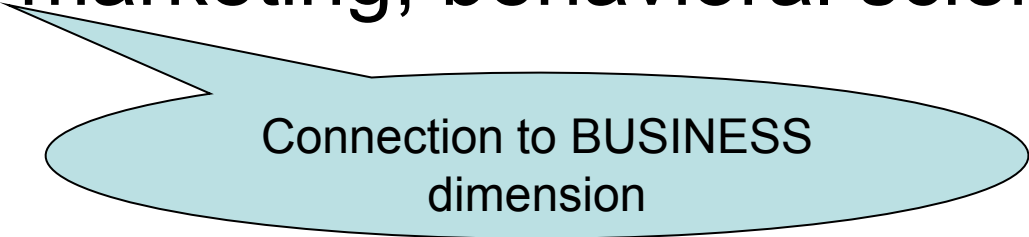
lems and
in one discipline

Technology

- Computer science
- Information science
- Decision science, data mining & analysis
- Systems engineering
- Systems science
- Other engineering

People

- Government, political science, law, sociology, ethics
- Human factors engineering
- Organizational science, leadership
- Psychology, cognitive science
- Learning science, strategy
- Service marketing, behavioral science



Connection to BUSINESS
dimension

Business

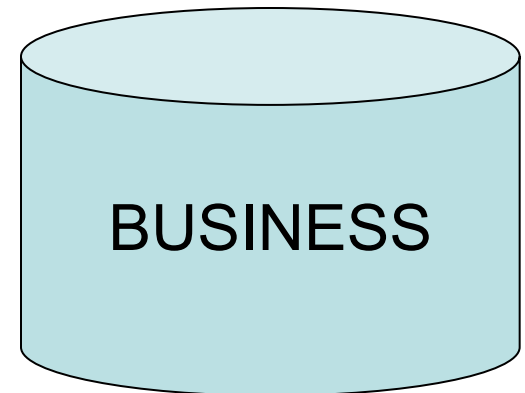
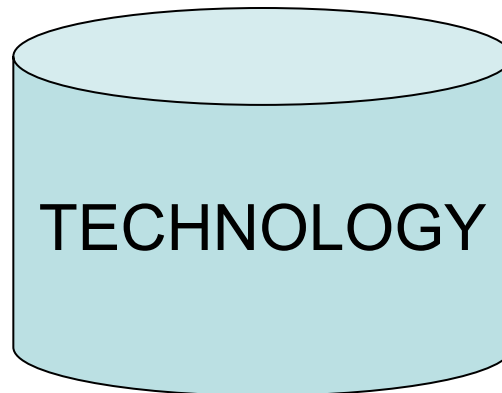
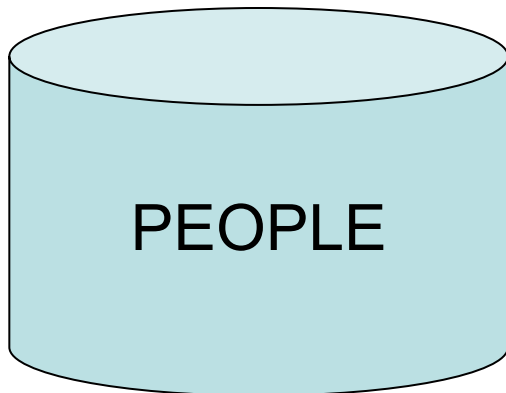
- Innovation management
- Project management
- Service design
- Service operations
- Business management, process management, service management
- Economics, finance
- Ethics



Connection to PEOPLE
dimension

Service Science Masters Program

- Integration of competences
- Understanding/communication cross disciplines
- Understanding/communication cross systems
- Deepnes of competences in at least one discipline
- Deepnes of competences in at least one system





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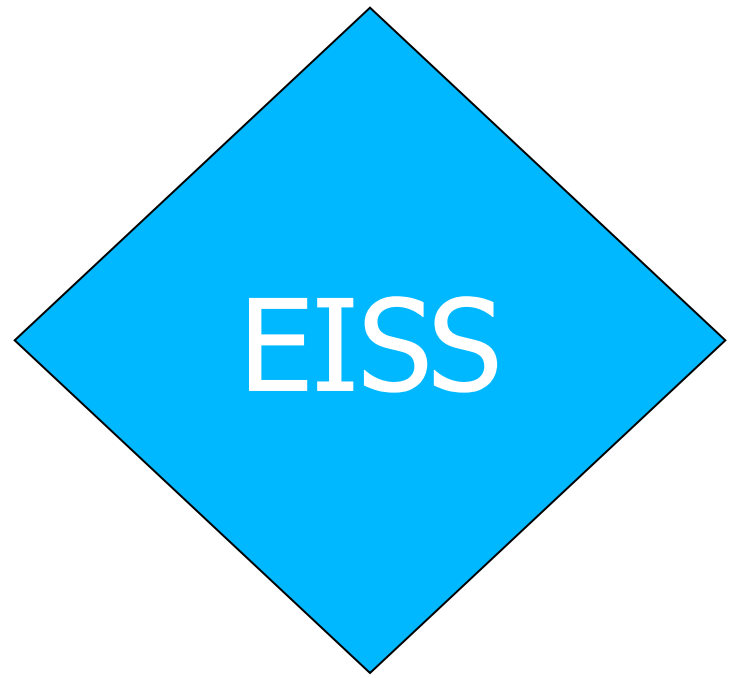




DELLIIS

'Engineer of Innovation in Service Systems' key competences:

Periscopic Competences



Service Design
Competences

PPM
Competences

Promotion of Innovation
Competences

S-R-O-D

(a possible thinking pattern to be usable in Service Systems)

- Toward Effectiveness, Efficiency, Sustainability
- How to apply the holistic approach
- How to see the connections

S-R-O-D

- See

Someone sees nothing, someone sees lot of connections ...

- Recognize

“To recognize” is not the same as “to see”; this depends on the history of your attention distribution

- Organize

To be able to **DO** something needs to be prepared. Preparation is about organization of agents.

- Do

Well prepared=organized set of agents can reach E-E-S

One possible way ...

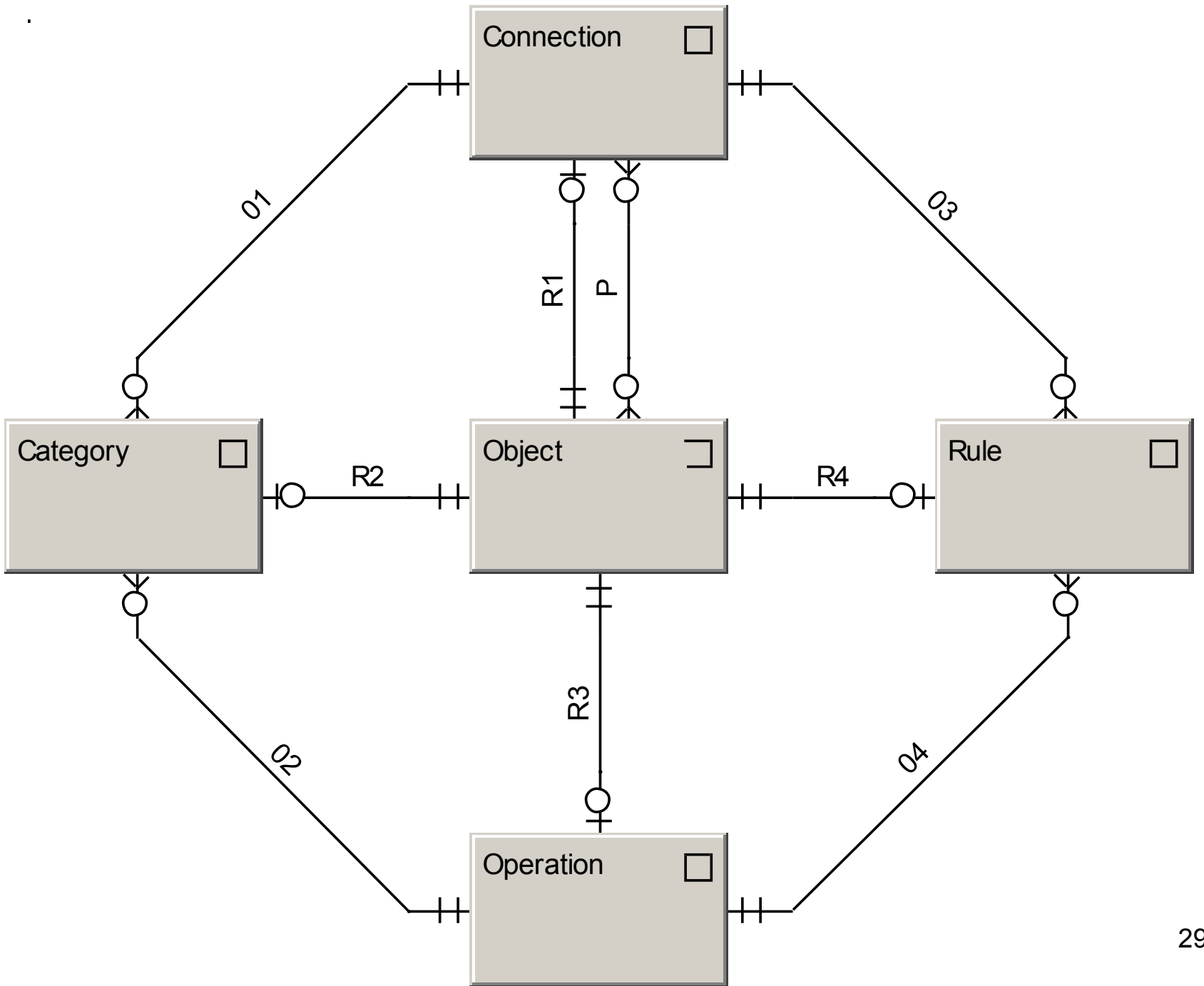
- ... based on indeed rational approach
- Not the only one way; there exists lot of other possibilities
- Buddha said: This is my way. You can find your own way. Or, you can follow me. This depends on you.
- My offer is S-R-O-D

Premise-Question-Proposal

- (**basic premise**) Enactive perception
 - how the attention directs our perception
- (**question**) How to describe a game? The game of agents, processes, and events.
- (**proposal**) Diamonds of World understanding and manipulating
 - Playground: Diamond of Attention Focusing
 - Execution rules: Diamond of Cognitive Elements
 - Players organization: Diamond of Organization
 - Actions: (3-d) Diamond of Predictive Behavior

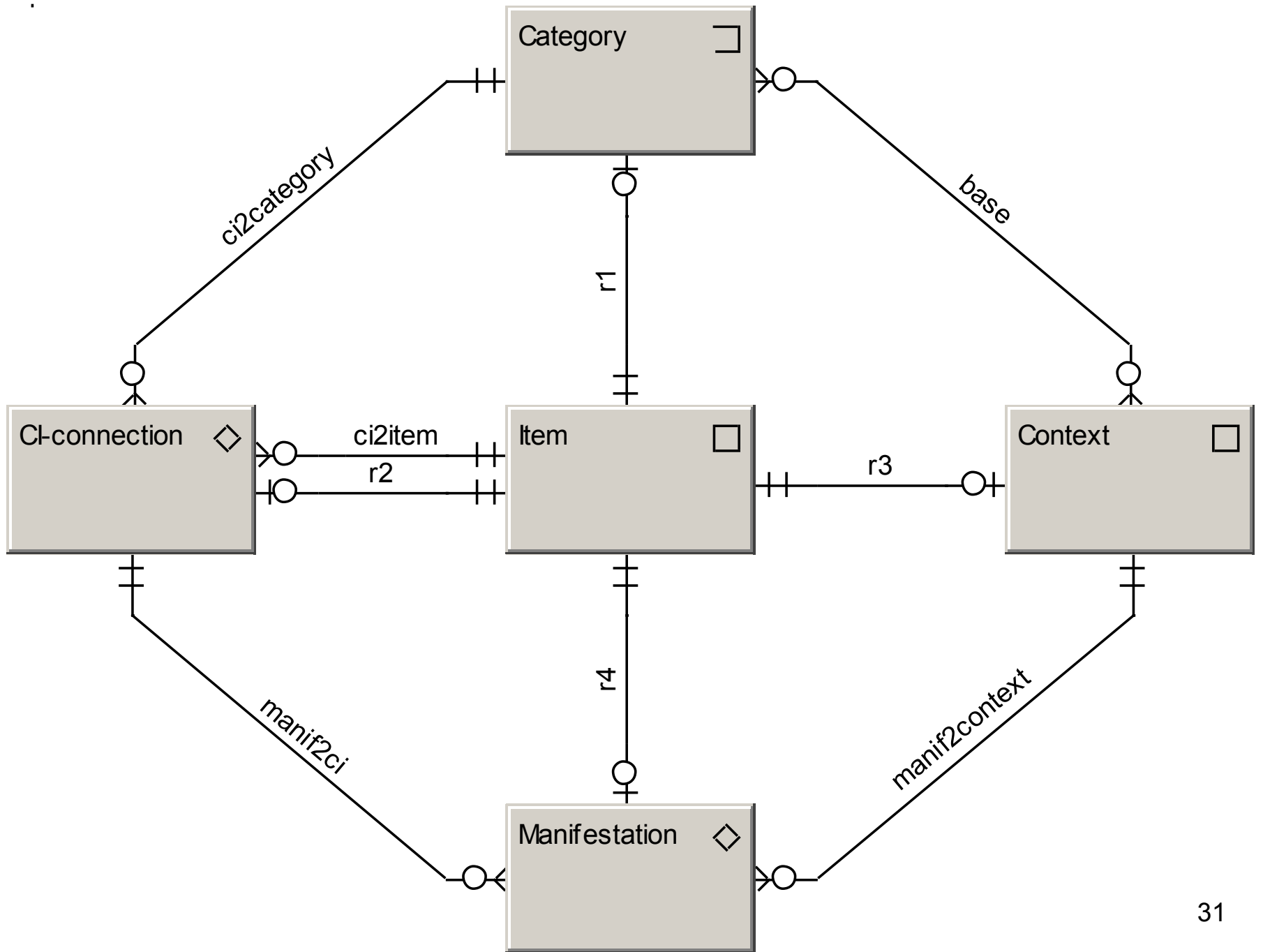
Playground: Diamond of Attention Focusing

See /
Perceive !



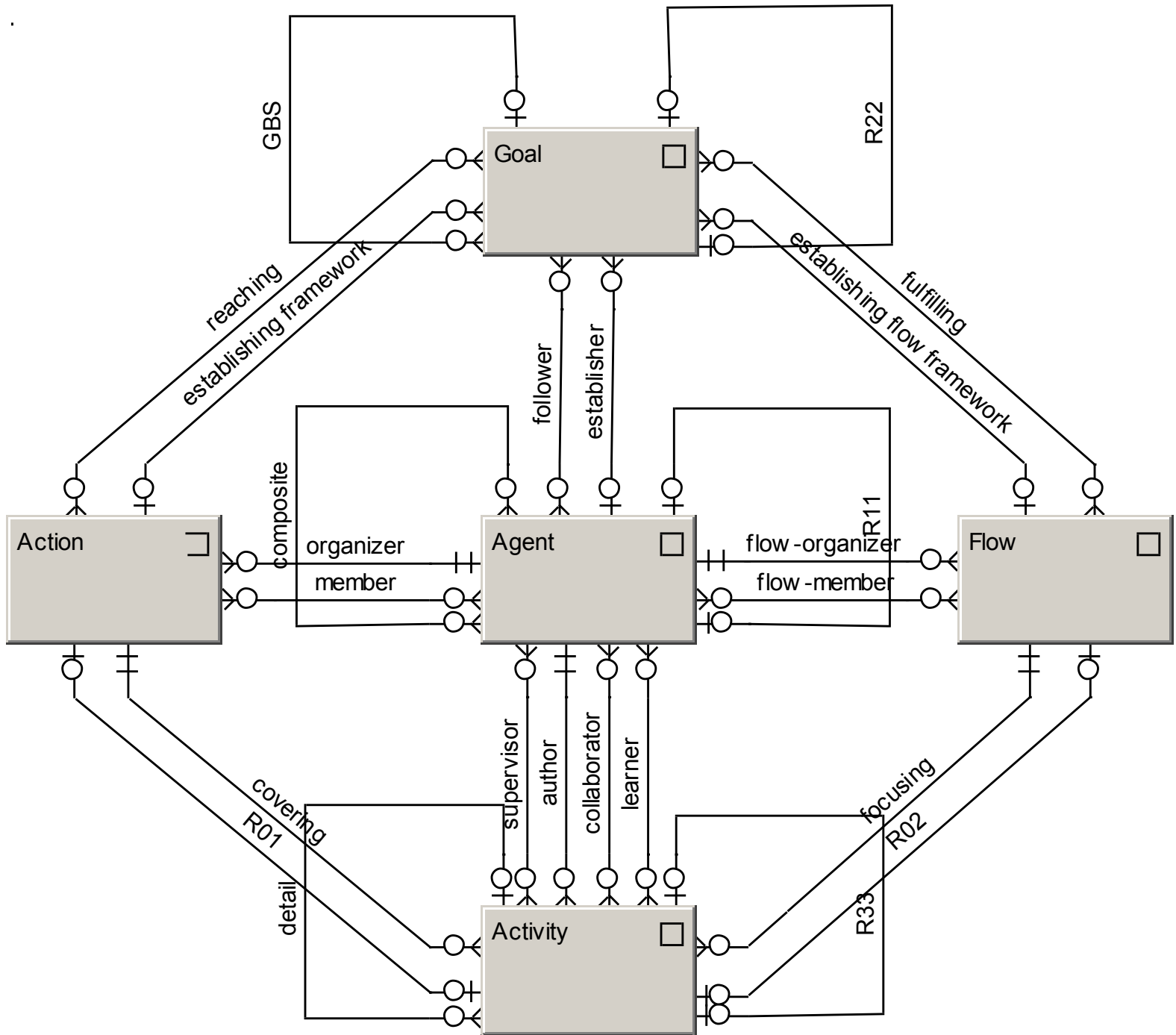
Execution rules: Diamond of Cognitive Elements

Recognize patterns /
Warn !!



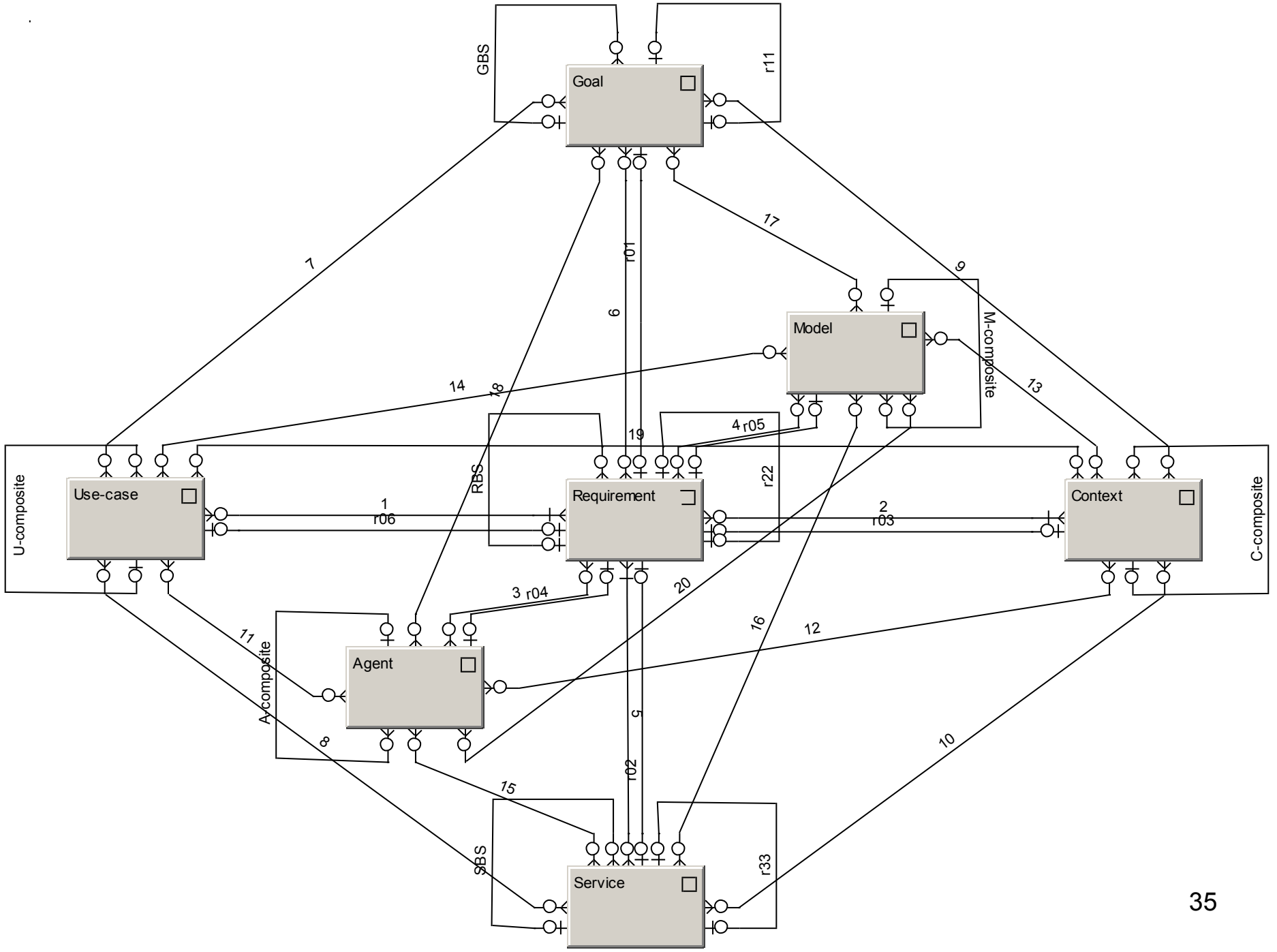
Player's organization: Diamond of organization

Organize /
Prepare for Action !!!



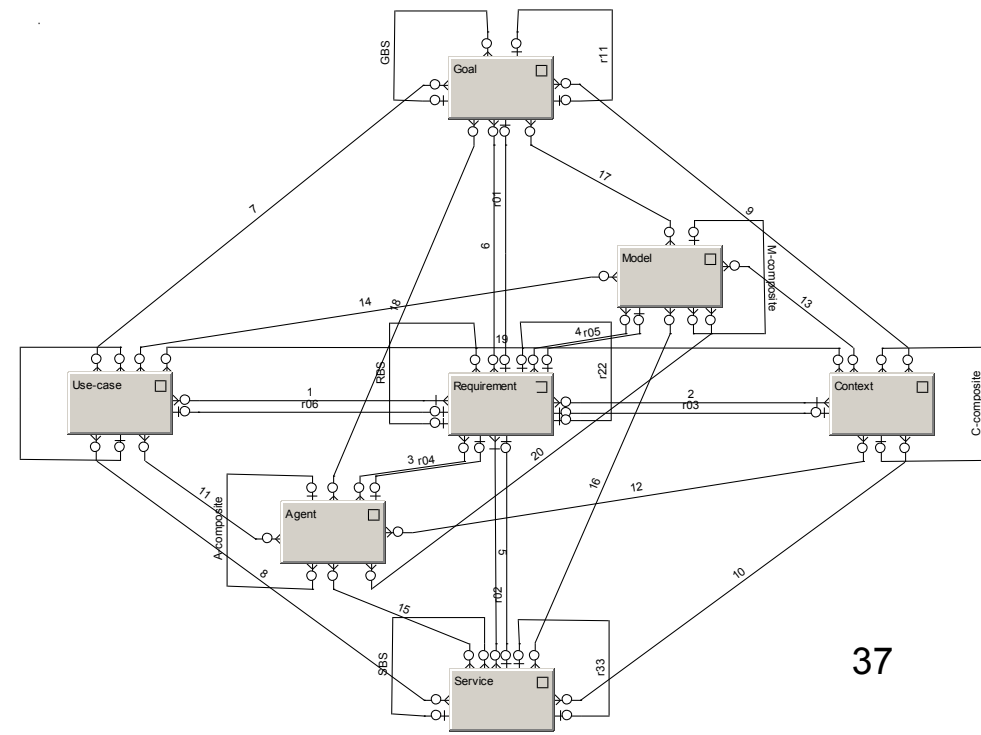
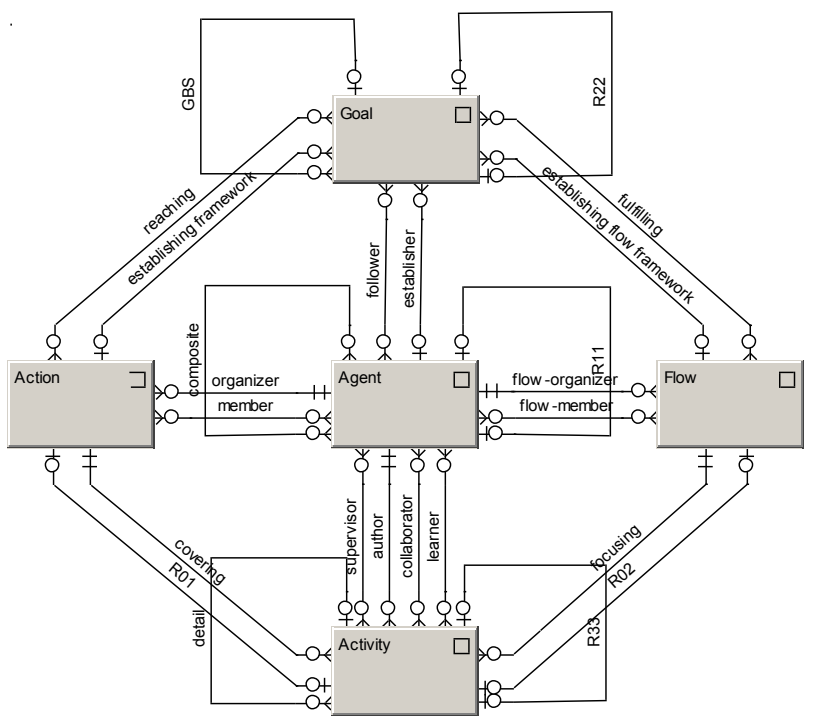
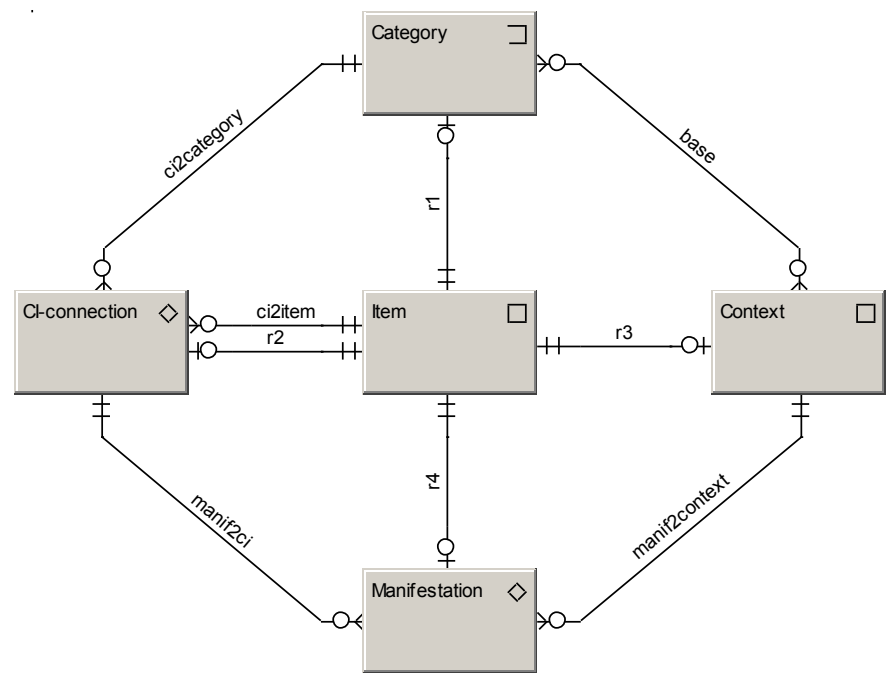
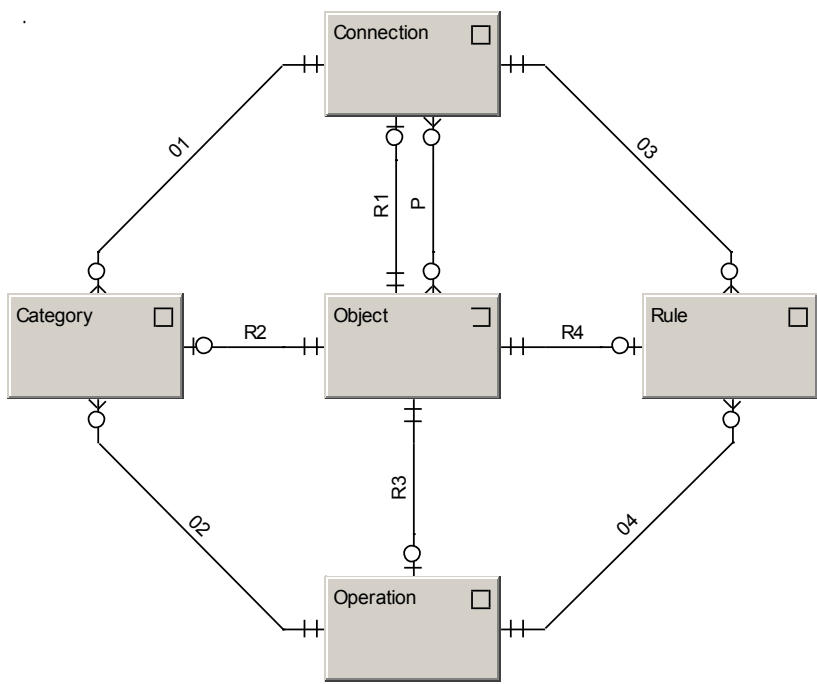
Action: Diamond of Predictive Behavior

Do something to survive /
Act in the World (the real one, or
the cyberspace) !!!!



S-R-O-D

Approach to the life
Approach to Service Systems



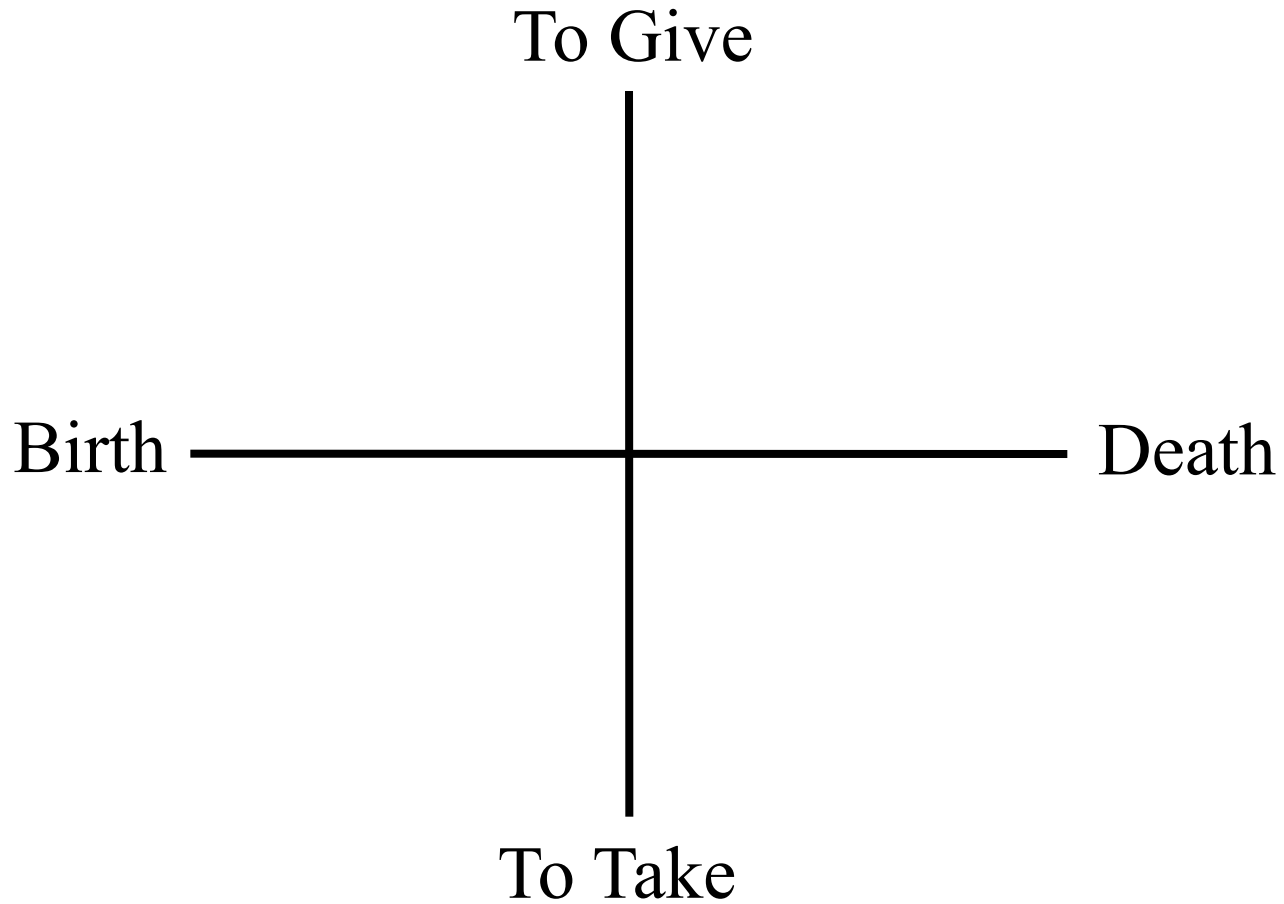
Concluding Comments

- Do not be an ape trying to do what others do, only!
- Success in Service Economy is based on personal investment.
- A Triple Imperative is: E-E-S
 - Effectivity
 - Efficiency
 - Sustainability

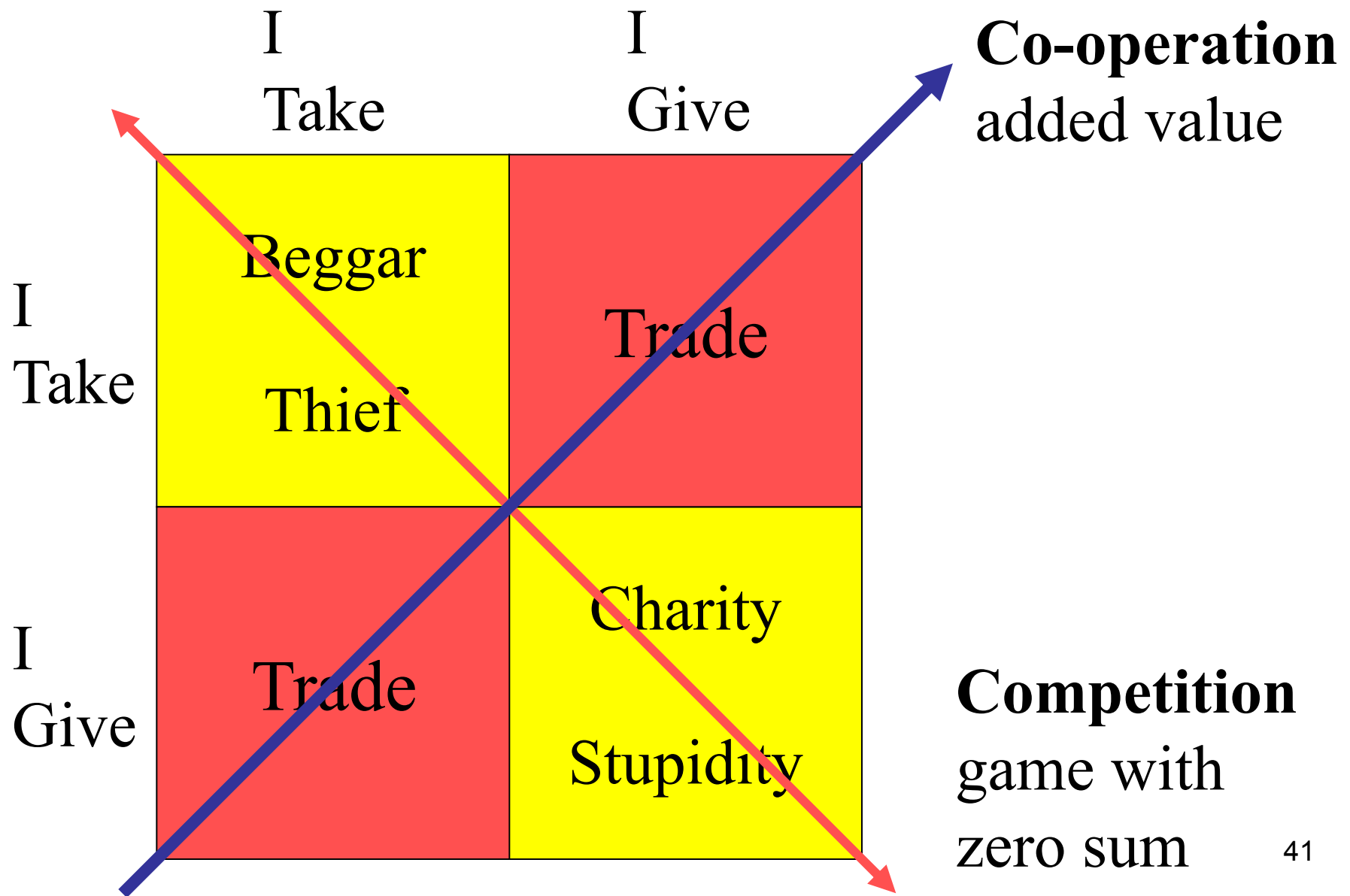
Ethic in this endeavor

- Pragmatic real-life perspective
- GTM
- (Draw it on the blackboard)

Pragmatic real-life perspective



The Give-Take Matrix (GTM)



Recommendation

- Read, read, read
- Studying other faculty you have to read ...
- ... the custom not to read is incompetent
- Without investing your time, effort, money you will be nothing ...
- Ape-like creatures trying to steal value created by those investing ...
- Non-applicable figurines ...