

FROM THE LONG-LIST TO THE SHORT-LIST

- **THE BEST SHORT-LIST COMES FROM A LONG LONG-LIST!**
- **MONITOR AND SCAN INTERESTING DOSSIERS (DAYDREAMS & NIGHTMARES)**
- **APPLY NEGATIVE SELECTION**

IF DOSSIER IS ASSESSED AS:

1. **‘NOT SO RELEVANT’**
2. **DAMAGING YOUR HOMEFRONT**
3. **POOR ‘COST/BENEFIT’-RATIO**
4. **HARDLY URGENT NOW**
5. **GOOD NON-PA ALTERNATIVE**
6. **‘WINDS BEHIND’**
7. **HEADWIND-SITUATION**
8. **‘NOT A PINT TO CHOOSE’**
9. **...**

THEN BEST TO DO IS:

- OUTSOURCE TO ‘FRIENDS’**
- HANDS-OFF**
- LEAVE IT**
- OUTSOURCE IT TEMPORARILY**
- USE IT**
- TAKE FREE RIDE**
- COMPENSATE YOUR LOSS**
- LEAVE IT**

- **BEST SHORT-LIST = HANDFULL OF DOSSIERS**
- **REMAIN ALERT ON REMAINDER (AT LEAST FOR NUISANCE VALUE)**
- **REPEAT EXERCISE REGULARLY: PA DESK RESEARCH**